MARKET SHARE
COMPARISON REPORT

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1H – 2015 - 2016

All NA-BN-ES GeoCodes

Date: 7/7/2016
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John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

All NA-BN-ES Geo Codes

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	BN01	BHHS			**1**	1.27%				0.00%	0.00%	0.00%
CONDO	BN01	CBRR	2		**2**	2.53%	$ 1,018,800		**$ 1,018,800**	3.39%	0.03%	0.01%
CONDO	BN01	DNFR	4	7	**11**	13.92%	$ 1,490,900	$ 2,588,700	**$ 4,079,600**	13.57%	0.13%	0.08%
CONDO	BN01	KW_ELITE		1	**1**	1.27%		$ 420,000	**$ 420,000**	1.40%	0.01%	0.01%
CONDO	BN01	PREM_PLUS	2	2	**4**	5.06%	$ 1,025,000	$ 1,015,000	**$ 2,040,000**	6.79%	0.06%	0.03%
CONDO	BN01	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	BN01	ROYAL_SH	1	1	**2**	2.53%	$ 180,000	$ 185,000	**$ 365,000**	1.21%	0.01%	0.01%
CONDO	BN01	WOOD	3	1	**4**	5.06%	$ 895,000	$ 1,050,000	**$ 1,945,000**	6.47%	0.06%	0.03%
CONDO	BN01	X-OTHER	27	27	**54**	68.35%	$ 10,419,900	$ 9,770,900	**$ 20,190,800**	67.17%	0.63%	0.37%
CONDO	**BN01**		39	39	**79**	**100.00%**	$ 15,029,600	$ 15,029,600	**$ 30,059,200**	**100.00%**	**0.94%**	**0.53%**
CONDO	BN02	BHHS	6	1	**7**	8.75%	$ 1,177,500	$ 270,000	**$ 1,447,500**	9.03%	0.05%	0.05%
CONDO	BN02	CBRR	3	1	**4**	5.00%	$ 602,500	$ 175,000	**$ 777,500**	4.85%	0.02%	0.03%
CONDO	BN02	DNFR	6	3	**9**	11.25%	$ 999,500	$ 626,000	**$ 1,625,500**	10.14%	0.05%	0.06%
CONDO	BN02	KW_ELITE		1	**1**	1.25%		$ 165,000	**$ 165,000**	1.03%	0.01%	0.01%
CONDO	BN02	PREM_PLUS	1	2	**3**	3.75%	$ 160,000	$ 371,500	**$ 531,500**	3.32%	0.02%	0.02%
CONDO	BN02	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	BN02	ROYAL_SH	2	2	**4**	5.00%	$ 410,000	$ 422,000	**$ 832,000**	5.19%	0.03%	0.03%
CONDO	BN02	WOOD	1	3	**4**	5.00%	$ 165,000	$ 526,500	**$ 691,500**	4.32%	0.02%	0.03%
CONDO	BN02	X-OTHER	21	27	**48**	60.00%	$ 4,498,067	$ 5,456,567	**$ 9,954,634**	62.12%	0.31%	0.33%
CONDO	**BN02**		40	40	**80**	**100.00%**	$ 8,012,567	$ 8,012,567	**$ 16,025,134**	**100.00%**	**0.50%**	**0.55%**
CONDO	BN03	BHHS	4	3	**7**	2.52%	$ 1,089,000	$ 893,000	**$ 1,982,000**	2.78%	0.06%	0.05%
CONDO	BN03	CBRR	4	4	**8**	2.88%	$ 911,000	$ 1,016,000	**$ 1,927,000**	2.70%	0.06%	0.05%
CONDO	BN03	DNFR	30	24	**54**	19.42%	$ 7,759,950	$ 6,006,940	**$ 13,766,890**	19.30%	0.43%	0.37%
CONDO	BN03	KW_ELITE	19	14	**33**	11.87%	$ 4,390,450	$ 3,242,400	**$ 7,632,850**	10.70%	0.24%	0.23%
CONDO	BN03	PREM_PLUS	5	3	**8**	2.88%	$ 1,269,800	$ 652,000	**$ 1,921,800**	2.69%	0.06%	0.05%
CONDO	BN03	PREM_SOTH	4	4	**8**	2.88%	$ 956,500	$ 1,119,000	**$ 2,075,500**	2.91%	0.07%	0.05%
CONDO	BN03	ROYAL_SH	19	14	**33**	11.87%	$ 5,288,500	$ 3,737,400	**$ 9,025,900**	12.65%	0.28%	0.23%
CONDO	BN03	WOOD	8	11	**19**	6.83%	$ 1,981,500	$ 2,689,450	**$ 4,670,950**	6.55%	0.15%	0.13%
CONDO	BN03	X-OTHER	46	62	**108**	38.85%	$ 12,023,720	$ 16,314,230	**$ 28,337,950**	39.72%	0.89%	0.74%
CONDO	**BN03**		139	139	**278**	**100.00%**	$ 35,670,420	$ 35,670,420	**$ 71,340,840**	**100.00%**	**2.24%**	**1.90%**
CONDO	BN04	BHHS		2	**2**	1.35%		$ 1,442,000	**$ 1,442,000**	1.48%	0.05%	0.01%
CONDO	BN04	CBRR	2		**2**	1.35%	$ 635,000		**$ 635,000**	0.65%	0.02%	0.01%
CONDO	BN04	DNFR	7	7	**14**	9.46%	$ 3,352,000	$ 3,483,000	**$ 6,835,000**	7.03%	0.21%	0.10%
CONDO	BN04	KW_ELITE	1	2	**3**	2.03%	$ 360,000	$ 1,531,000	**$ 1,891,000**	1.94%	0.06%	0.02%
CONDO	BN04	PREM_PLUS		1	**1**	0.68%		$ 326,000	**$ 326,000**	0.34%	0.01%	0.01%
CONDO	BN04	PREM_SOTH	20	22	**42**	28.38%	$ 16,900,000	$ 20,264,500	**$ 37,164,500**	38.20%	1.16%	0.29%
CONDO	BN04	ROYAL_SH	20	16	**36**	24.32%	$ 14,424,000	$ 8,410,000	**$ 22,834,000**	23.47%	0.72%	0.25%
CONDO	BN04	WOOD	14	13	**27**	18.24%	$ 9,801,500	$ 9,285,000	**$ 19,086,500**	19.62%	0.60%	0.18%
CONDO	BN04	X-OTHER	10	11	**21**	14.19%	$ 3,172,000	$ 3,903,000	**$ 7,075,000**	7.27%	0.22%	0.14%
CONDO	**BN04**		74	74	**148**	**100.00%**	$ 48,644,500	$ 48,644,500	**$ 97,289,000**	**100.00%**	**3.05%**	**1.01%**
CONDO	BN05	BHHS	8	9	**17**	9.34%	$ 7,384,900	$ 4,263,000	**$ 11,647,900**	11.98%	0.37%	0.12%
CONDO	BN05	CBRR	3	6	**9**	4.95%	$ 1,024,000	$ 2,263,100	**$ 3,287,100**	3.38%	0.10%	0.06%
CONDO	BN05	DNFR	8	8	**16**	8.79%	$ 2,240,800	$ 3,939,500	**$ 6,180,300**	6.36%	0.19%	0.11%
CONDO	BN05	KW_ELITE	8	4	**12**	6.59%	$ 6,761,400	$ 2,123,040	**$ 8,884,440**	9.14%	0.28%	0.08%
CONDO	BN05	PREM_PLUS	1	3	**4**	2.20%	$ 365,000	$ 766,000	**$ 1,131,000**	1.16%	0.04%	0.03%
CONDO	BN05	PREM_SOTH	6	5	**11**	6.04%	$ 2,071,000	$ 2,915,000	**$ 4,986,000**	5.13%	0.16%	0.08%
CONDO	BN05	ROYAL_SH	3	6	**9**	4.95%	$ 1,875,000	$ 2,863,100	**$ 4,738,100**	4.87%	0.15%	0.06%
CONDO	BN05	WOOD	33	27	**60**	32.97%	$ 18,805,500	$ 15,400,800	**$ 34,206,300**	35.17%	1.07%	0.41%
CONDO	BN05	X-OTHER	21	23	**44**	24.18%	$ 8,097,710	$ 14,091,770	**$ 22,189,480**	22.82%	0.70%	0.30%
CONDO	**BN05**		91	91	**182**	**100.00%**	$ 48,625,310	$ 48,625,310	**$ 97,250,620**	**100.00%**	**3.05%**	**1.24%**

Date: 7/7/2016
Time: 2:49 PM

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1st Half 2016 Market Share Report

All NA-BN-ES Geo Codes

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	BN01	BHHS	2		**2**	3.70%	$ 1,114,000		**$ 1,114,000**	4.17%	0.04%	0.02%
CONDO	BN01	CBRR	2	2	**4**	7.41%	$ 877,500	$ 1,319,639	**$ 2,197,139**	8.23%	0.09%	0.03%
CONDO	BN01	DNFR	2	2	**4**	7.41%	$ 870,000	$ 815,000	**$ 1,685,000**	6.31%	0.07%	0.02%
CONDO	BN01	KW_ELITE	1		**1**	1.85%	$ 900,000		**$ 900,000**	3.37%	0.03%	0.01%
CONDO	BN01	PREM_PLUS	3	4	**7**	12.96%	$ 1,640,000	$ 2,157,500	**$ 3,797,500**	14.22%	0.15%	0.06%
CONDO	BN01	PREM_SOTH		1	**1**	1.85%		$ 450,000	**$ 450,000**	1.69%	0.02%	0.01%
CONDO	BN01	ROYAL_SH	1	2	**3**	5.56%	$ 160,000	$ 812,500	**$ 972,500**	3.64%	0.04%	0.01%
CONDO	BN01	WOOD	2	2	**4**	7.41%	$ 1,206,000	$ 1,274,900	**$ 2,480,900**	9.29%	0.10%	0.04%
CONDO	BN01	X-OTHER	14	14	**28**	51.85%	$ 6,585,039	$ 6,523,000	**$ 13,108,039**	49.08%	0.51%	0.19%
CONDO	**BN01**		27	27	**54**	**100.00%**	$ 13,352,539	$ 13,352,539	**$ 26,705,078**	**100.00%**	**1.04%**	**0.40%**
CONDO	BN02	BHHS	5	5	**10**	18.52%	$ 1,060,000	$ 1,060,000	**$ 2,120,000**	17.05%	0.08%	0.03%
CONDO	BN02	CBRR		2	**2**	3.70%		$ 792,500	**$ 792,500**	6.38%	0.03%	0.01%
CONDO	BN02	DNFR	5	2	**7**	12.96%	$ 1,152,000	$ 554,000	**$ 1,706,000**	13.72%	0.07%	0.03%
CONDO	BN02	KW_ELITE	2		**2**	3.70%	$ 444,900		**$ 444,900**	3.58%	0.02%	0.01%
CONDO	BN02	PREM_PLUS	1	2	**3**	5.56%	$ 119,000	$ 413,000	**$ 532,000**	4.28%	0.02%	0.01%
CONDO	BN02	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN02	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN02	WOOD	1	3	**4**	7.41%	$ 198,000	$ 603,000	**$ 801,000**	6.44%	0.03%	0.01%
CONDO	BN02	X-OTHER	13	13	**26**	48.15%	$ 3,241,450	$ 2,792,850	**$ 6,034,300**	48.54%	0.23%	0.09%
CONDO	**BN02**		27	27	**54**	**100.00%**	$ 6,215,350	$ 6,215,350	**$ 12,430,700**	**100.00%**	**0.48%**	**0.18%**
CONDO	BN03	BHHS			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	CBRR			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	DNFR			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	KW_ELITE			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	PREM_PLUS			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	PREM_SOTH			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	ROYAL_SH			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	WOOD			**0**				**$ -**		0.00%	0.00%
CONDO	BN03	X-OTHER			**0**				**$ -**		0.00%	0.00%
CONDO	**BN03**				**0**	**0.00%**			**$ -**	**0.00%**	**0.00%**	**0.00%**
CONDO	BN04	BHHS	2		**2**	1.45%	$ 2,050,000		**$ 2,050,000**	2.11%	0.08%	0.03%
CONDO	BN04	CBRR		1	**1**	0.72%		$ 1,150,000	**$ 1,150,000**	1.19%	0.04%	0.02%
CONDO	BN04	DNFR	3	6	**9**	6.52%	$ 1,530,000	$ 2,750,000	**$ 4,280,000**	4.41%	0.17%	0.06%
CONDO	BN04	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN04	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN04	PREM_SOTH	9	8	**17**	12.32%	$ 3,653,500	$ 3,966,500	**$ 7,620,000**	7.86%	0.30%	0.11%
CONDO	BN04	ROYAL_SH	22	12	**34**	24.64%	$ 13,715,900	$ 5,774,400	**$ 19,490,300**	20.10%	0.76%	0.29%
CONDO	BN04	WOOD	27	28	**55**	39.86%	$ 24,130,450	$ 25,363,450	**$ 49,493,900**	51.03%	1.92%	0.73%
CONDO	BN04	X-OTHER	6	14	**20**	14.49%	$ 3,413,214	$ 9,488,714	**$ 12,901,928**	13.30%	0.50%	0.19%
CONDO	**BN04**		69	69	**138**	**100.00%**	$ 48,493,064	$ 48,493,064	**$ 96,986,128**	**100.00%**	**3.76%**	**1.43%**
CONDO	BN05	BHHS	7	8	**15**	9.74%	$ 2,564,400	$ 2,907,000	**$ 5,471,400**	6.94%	0.21%	0.08%
CONDO	BN05	CBRR	4	7	**11**	7.14%	$ 1,142,000	$ 2,321,000	**$ 3,463,000**	4.40%	0.13%	0.05%
CONDO	BN05	DNFR	8	6	**14**	9.09%	$ 3,014,000	$ 2,992,500	**$ 6,006,500**	7.62%	0.23%	0.09%
CONDO	BN05	KW_ELITE	8	3	**11**	7.14%	$ 6,025,000	$ 1,713,000	**$ 7,738,000**	9.82%	0.30%	0.11%
CONDO	BN05	PREM_PLUS		3	**3**	1.95%		$ 544,000	**$ 544,000**	0.69%	0.02%	0.01%
CONDO	BN05	PREM_SOTH	7	2	**9**	5.84%	$ 2,623,500	$ 1,097,500	**$ 3,721,000**	4.72%	0.14%	0.06%
CONDO	BN05	ROYAL_SH	3	3	**6**	3.90%	$ 749,000	$ 1,615,500	**$ 2,364,500**	3.00%	0.09%	0.03%
CONDO	BN05	WOOD	15	16	**31**	20.13%	$ 9,993,000	$ 8,924,200	**$ 18,917,200**	24.01%	0.73%	0.28%
CONDO	BN05	X-OTHER	25	29	**54**	35.06%	$ 13,284,520	$ 17,280,720	**$ 30,565,240**	38.79%	1.18%	0.45%
CONDO	**BN05**		77	77	**154**	**100.00%**	$ 39,395,420	$ 39,395,420	**$ 78,790,840**	**100.00%**	**3.05%**	**1.17%**

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CONDO	BN06	BHHS	1	2	**3**	6.25%	$ 117,000	$ 380,500	**$ 497,500**	5.93%	0.02%	0.02%
CONDO	BN06	CBRR	3	1	**4**	8.33%	$ 395,000	$ 150,000	**$ 545,000**	6.50%	0.02%	0.03%
CONDO	BN06	DNFR	3	4	**7**	14.58%	$ 393,000	$ 655,000	**$ 1,048,000**	12.49%	0.03%	0.05%
CONDO	BN06	KW_ELITE	1	4	**5**	10.42%	$ 125,000	$ 583,000	**$ 708,000**	8.44%	0.02%	0.03%
CONDO	BN06	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
CONDO	BN06	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	BN06	ROYAL_SH	1		**1**	2.08%	$ 168,000		**$ 168,000**	2.00%	0.01%	0.01%
CONDO	BN06	WOOD	5	2	**7**	14.58%	$ 1,049,000	$ 474,000	**$ 1,523,000**	18.15%	0.05%	0.05%
CONDO	BN06	X-OTHER	10	11	**21**	43.75%	$ 1,947,954	$ 1,952,454	**$ 3,900,408**	46.49%	0.12%	0.14%
CONDO	**BN06**		24	24	**48**	**100.00%**	$ 4,194,954	$ 4,194,954	**$ 8,389,908**	**100.00%**	**0.26%**	**0.33%**
CONDO	BN07	BHHS	4	3	**7**	7.61%	$ 744,000	$ 521,000	**$ 1,265,000**	8.66%	0.04%	0.05%
CONDO	BN07	CBRR	1		**1**	1.09%	$ 149,000		**$ 149,000**	1.02%	0.00%	0.01%
CONDO	BN07	DNFR	2	6	**8**	8.70%	$ 272,500	$ 986,500	**$ 1,259,000**	8.61%	0.04%	0.05%
CONDO	BN07	KW_ELITE	2	3	**5**	5.43%	$ 300,100	$ 441,100	**$ 741,200**	5.07%	0.02%	0.03%
CONDO	BN07	PREM_PLUS	4	5	**9**	9.78%	$ 550,000	$ 742,000	**$ 1,292,000**	8.84%	0.04%	0.06%
CONDO	BN07	PREM_SOTH		1	**1**	1.09%		$ 121,000	**$ 121,000**	0.83%	0.00%	0.01%
CONDO	BN07	ROYAL_SH	7	4	**11**	11.96%	$ 1,342,000	$ 699,950	**$ 2,041,950**	13.97%	0.06%	0.08%
CONDO	BN07	WOOD	12	6	**18**	19.57%	$ 1,895,971	$ 1,187,121	**$ 3,083,092**	21.10%	0.10%	0.12%
CONDO	BN07	X-OTHER	14	18	**32**	34.78%	$ 2,053,500	$ 2,608,400	**$ 4,661,900**	31.90%	0.15%	0.22%
CONDO	**BN07**		46	46	**92**	**100.00%**	$ 7,307,071	$ 7,307,071	**$ 14,614,142**	**100.00%**	**0.46%**	**0.63%**
CONDO	BN08	BHHS		1	**1**	3.85%		$ 70,000	**$ 70,000**	1.59%	0.00%	0.01%
CONDO	BN08	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	BN08	DNFR	1	3	**4**	15.38%	$ 219,000	$ 656,000	**$ 875,000**	19.89%	0.03%	0.03%
CONDO	BN08	KW_ELITE	1		**1**	3.85%	$ 210,000		**$ 210,000**	4.77%	0.01%	0.01%
CONDO	BN08	PREM_PLUS	1		**1**	3.85%	$ 134,700		**$ 134,700**	3.06%	0.00%	0.01%
CONDO	BN08	PREM_SOTH		2	**2**	7.69%		$ 505,000	**$ 505,000**	11.48%	0.02%	0.01%
CONDO	BN08	ROYAL_SH	1		**1**	3.85%	$ 189,000		**$ 189,000**	4.30%	0.01%	0.01%
CONDO	BN08	WOOD	2		**2**	7.69%	$ 446,000		**$ 446,000**	10.14%	0.01%	0.01%
CONDO	BN08	X-OTHER	7	7	**14**	53.85%	$ 1,000,400	$ 968,100	**$ 1,968,500**	44.76%	0.06%	0.10%
CONDO	**BN08**		13	13	**26**	**100.00%**	$ 2,199,100	$ 2,199,100	**$ 4,398,200**	**100.00%**	**0.14%**	**0.18%**
CONDO	BN09	BHHS	1		**1**	1.72%	$ 210,000		**$ 210,000**	1.56%	0.01%	0.01%
CONDO	BN09	CBRR		1	**1**	1.72%		$ 265,000	**$ 265,000**	1.97%	0.01%	0.01%
CONDO	BN09	DNFR	2	1	**3**	5.17%	$ 418,000	$ 155,000	**$ 573,000**	4.26%	0.02%	0.02%
CONDO	BN09	KW_ELITE	3	4	**7**	12.07%	$ 656,500	$ 1,056,400	**$ 1,712,900**	12.75%	0.05%	0.05%
CONDO	BN09	PREM_PLUS	5	6	**11**	18.97%	$ 1,264,100	$ 1,384,000	**$ 2,648,100**	19.71%	0.08%	0.08%
CONDO	BN09	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	BN09	ROYAL_SH	9	2	**11**	18.97%	$ 2,251,500	$ 402,500	**$ 2,654,000**	19.75%	0.08%	0.08%
CONDO	BN09	WOOD	3	1	**4**	6.90%	$ 696,000	$ 219,000	**$ 915,000**	6.81%	0.03%	0.03%
CONDO	BN09	X-OTHER	6	14	**20**	34.48%	$ 1,221,500	$ 3,235,700	**$ 4,457,200**	33.18%	0.14%	0.14%
CONDO	**BN09**		29	29	**58**	**100.00%**	$ 6,717,600	$ 6,717,600	**$ 13,435,200**	**100.00%**	**0.42%**	**0.40%**
CONDO	BN10	BHHS		3	**3**	7.89%		$ 274,000	**$ 274,000**	4.69%	0.01%	0.02%
CONDO	BN10	CBRR	1		**1**	2.63%	$ 130,000		**$ 130,000**	2.22%	0.00%	0.01%
CONDO	BN10	DNFR	1	3	**4**	10.53%	$ 247,500	$ 556,000	**$ 803,500**	13.74%	0.03%	0.03%
CONDO	BN10	KW_ELITE	2		**2**	5.26%	$ 138,000		**$ 138,000**	2.36%	0.00%	0.01%
CONDO	BN10	PREM_PLUS		2	**2**	5.26%		$ 362,500	**$ 362,500**	6.20%	0.01%	0.01%
CONDO	BN10	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	BN10	ROYAL_SH		1	**1**	2.63%		$ 242,400	**$ 242,400**	4.15%	0.01%	0.01%
CONDO	BN10	WOOD	2	2	**4**	10.53%	$ 431,300	$ 497,800	**$ 929,100**	15.89%	0.03%	0.03%
CONDO	BN10	X-OTHER	13	8	**21**	55.26%	$ 1,976,950	$ 991,050	**$ 2,968,000**	50.76%	0.09%	0.14%
CONDO	**BN10**		19	19	**38**	**100.00%**	$ 2,923,750	$ 2,923,750	**$ 5,847,500**	**100.00%**	**0.18%**	**0.26%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	BN06	BHHS		3	**3**	4.69%		$ 678,645	**$ 678,645**	5.07%	0.03%	0.01%
CONDO	BN06	CBRR	1	1	**2**	3.13%	$ 155,000	$ 131,125	**$ 286,125**	2.14%	0.01%	0.00%
CONDO	BN06	DNFR		2	**2**	3.13%		$ 367,760	**$ 367,760**	2.75%	0.01%	0.01%
CONDO	BN06	KW_ELITE	3		**3**	4.69%	$ 613,000		**$ 613,000**	4.58%	0.02%	0.01%
CONDO	BN06	PREM_PLUS	1	1	**2**	3.13%	$ 200,000	$ 257,650	**$ 457,650**	3.42%	0.02%	0.01%
CONDO	BN06	PREM_SOTH		1	**1**	1.56%		$ 145,000	**$ 145,000**	1.08%	0.01%	0.00%
CONDO	BN06	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN06	WOOD	4	1	**5**	7.81%	$ 792,500	$ 130,000	**$ 922,500**	6.89%	0.04%	0.01%
CONDO	BN06	X-OTHER	23	23	**46**	71.88%	$ 4,935,149	$ 4,985,469	**$ 9,920,618**	74.08%	0.38%	0.15%
CONDO	**BN06**		32	32	**64**	**100.00%**	$ 6,695,649	$ 6,695,649	**$ 13,391,298**	**100.00%**	**0.52%**	**0.20%**
CONDO	BN07	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN07	CBRR	1	2	**3**	2.78%	$ 223,500	$ 377,750	**$ 601,250**	3.06%	0.02%	0.01%
CONDO	BN07	DNFR	5	5	**10**	9.26%	$ 886,250	$ 795,500	**$ 1,681,750**	8.57%	0.07%	0.02%
CONDO	BN07	KW_ELITE		3	**3**	2.78%		$ 518,000	**$ 518,000**	2.64%	0.02%	0.01%
CONDO	BN07	PREM_PLUS	13	11	**24**	22.22%	$ 2,615,000	$ 2,284,000	**$ 4,899,000**	24.97%	0.19%	0.07%
CONDO	BN07	PREM_SOTH		2	**2**	1.85%		$ 430,000	**$ 430,000**	2.19%	0.02%	0.01%
CONDO	BN07	ROYAL_SH	3	3	**6**	5.56%	$ 534,000	$ 606,000	**$ 1,140,000**	5.81%	0.04%	0.02%
CONDO	BN07	WOOD	2	6	**8**	7.41%	$ 310,500	$ 1,027,500	**$ 1,338,000**	6.82%	0.05%	0.02%
CONDO	BN07	X-OTHER	30	22	**52**	48.15%	$ 5,241,574	$ 3,772,074	**$ 9,013,648**	45.94%	0.35%	0.13%
CONDO	**BN07**		54	54	**108**	**100.00%**	$ 9,810,824	$ 9,810,824	**$ 19,621,648**	**100.00%**	**0.76%**	**0.29%**
CONDO	BN08	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN08	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN08	DNFR	1	1	**2**	12.50%	$ 180,500	$ 130,000	**$ 310,500**	11.06%	0.01%	0.00%
CONDO	BN08	KW_ELITE	1		**1**	6.25%	$ 130,000		**$ 130,000**	4.63%	0.01%	0.00%
CONDO	BN08	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN08	PREM_SOTH	1		**1**	6.25%	$ 125,000		**$ 125,000**	4.45%	0.00%	0.00%
CONDO	BN08	ROYAL_SH	1		**1**	6.25%	$ 213,000		**$ 213,000**	7.59%	0.01%	0.00%
CONDO	BN08	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN08	X-OTHER	4	7	**11**	68.75%	$ 755,500	$ 1,274,000	**$ 2,029,500**	72.28%	0.08%	0.03%
CONDO	**BN08**		8	8	**16**	**100.00%**	$ 1,404,000	$ 1,404,000	**$ 2,808,000**	**100.00%**	**0.11%**	**0.04%**
CONDO	BN09	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN09	CBRR		1	**1**	2.50%		$ 230,000	**$ 230,000**	2.37%	0.01%	0.00%
CONDO	BN09	DNFR	3	1	**4**	10.00%	$ 671,500	$ 265,000	**$ 936,500**	9.66%	0.04%	0.01%
CONDO	BN09	KW_ELITE	2		**2**	5.00%	$ 478,000		**$ 478,000**	4.93%	0.02%	0.01%
CONDO	BN09	PREM_PLUS	3	2	**5**	12.50%	$ 743,000	$ 430,000	**$ 1,173,000**	12.10%	0.05%	0.02%
CONDO	BN09	PREM_SOTH		2	**2**	5.00%		$ 411,000	**$ 411,000**	4.24%	0.02%	0.01%
CONDO	BN09	ROYAL_SH	5	3	**8**	20.00%	$ 1,329,000	$ 736,000	**$ 2,065,000**	21.30%	0.08%	0.03%
CONDO	BN09	WOOD	1	2	**3**	7.50%	$ 315,000	$ 590,000	**$ 905,000**	9.33%	0.04%	0.01%
CONDO	BN09	X-OTHER	6	9	**15**	37.50%	$ 1,311,000	$ 2,185,500	**$ 3,496,500**	36.06%	0.14%	0.05%
CONDO	**BN09**		20	20	**40**	**100.00%**	$ 4,847,500	$ 4,847,500	**$ 9,695,000**	**100.00%**	**0.38%**	**0.14%**
CONDO	BN10	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN10	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN10	DNFR	1	1	**2**	5.88%	$ 150,000	$ 150,000	**$ 300,000**	5.33%	0.01%	0.00%
CONDO	BN10	KW_ELITE	1	1	**2**	5.88%	$ 140,000	$ 80,000	**$ 220,000**	3.91%	0.01%	0.00%
CONDO	BN10	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN10	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN10	ROYAL_SH	1	1	**2**	5.88%	$ 269,000	$ 269,000	**$ 538,000**	9.56%	0.02%	0.01%
CONDO	BN10	WOOD	3	2	**5**	14.71%	$ 410,000	$ 450,000	**$ 860,000**	15.28%	0.03%	0.01%
CONDO	BN10	X-OTHER	11	12	**23**	67.65%	$ 1,845,900	$ 1,865,900	**$ 3,711,800**	65.93%	0.14%	0.05%
CONDO	**BN10**		17	17	**34**	**100.00%**	$ 2,814,900	$ 2,814,900	**$ 5,629,800**	**100.00%**	**0.22%**	**0.08%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	BN11	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	BN11	CBRR	1	2	**3**	2.21%	$ 165,000	$ 424,279	**$ 589,279**	1.75%	0.02%	0.02%
CONDO	BN11	DNFR	11	16	**27**	19.85%	$ 3,075,500	$ 4,159,750	**$ 7,235,250**	21.46%	0.23%	0.18%
CONDO	BN11	KW_ELITE	2	1	**3**	2.21%	$ 335,500	$ 167,000	**$ 502,500**	1.49%	0.02%	0.02%
CONDO	BN11	PREM_PLUS	6	8	**14**	10.29%	$ 1,456,000	$ 1,639,500	**$ 3,095,500**	9.18%	0.10%	0.10%
CONDO	BN11	PREM_SOTH	6	4	**10**	7.35%	$ 1,820,000	$ 1,177,800	**$ 2,997,800**	8.89%	0.09%	0.07%
CONDO	BN11	ROYAL_SH	4	3	**7**	5.15%	$ 1,014,800	$ 691,000	**$ 1,705,800**	5.06%	0.05%	0.05%
CONDO	BN11	WOOD	2	3	**5**	3.68%	$ 516,000	$ 1,047,000	**$ 1,563,000**	4.64%	0.05%	0.03%
CONDO	BN11	X-OTHER	36	31	**67**	49.26%	$ 8,473,912	$ 7,550,383	**$ 16,024,295**	47.53%	0.50%	0.46%
CONDO	**BN11**		68	68	**136**	**100.00%**	$ 16,856,712	$ 16,856,712	**$ 33,713,424**	**100.00%**	**1.06%**	**0.93%**
CONDO	BN12	BHHS	10	5	**15**	7.35%	$ 2,257,000	$ 1,110,500	**$ 3,367,500**	6.83%	0.11%	0.10%
CONDO	BN12	CBRR	1	2	**3**	1.47%	$ 270,000	$ 497,000	**$ 767,000**	1.56%	0.02%	0.02%
CONDO	BN12	DNFR	12	14	**26**	12.75%	$ 2,951,500	$ 3,724,000	**$ 6,675,500**	13.55%	0.21%	0.18%
CONDO	BN12	KW_ELITE	6	1	**7**	3.43%	$ 1,522,000	$ 255,000	**$ 1,777,000**	3.61%	0.06%	0.05%
CONDO	BN12	PREM_PLUS		1	**1**	0.49%		$ 256,000	**$ 256,000**	0.52%	0.01%	0.01%
CONDO	BN12	PREM_SOTH	9	7	**16**	7.84%	$ 1,490,900	$ 1,320,000	**$ 2,810,900**	5.70%	0.09%	0.11%
CONDO	BN12	ROYAL_SH		4	**4**	1.96%		$ 1,171,000	**$ 1,171,000**	2.38%	0.04%	0.03%
CONDO	BN12	WOOD	27	26	**53**	25.98%	$ 6,807,250	$ 7,092,450	**$ 13,899,700**	28.21%	0.44%	0.36%
CONDO	BN12	X-OTHER	37	42	**79**	38.73%	$ 9,339,150	$ 9,211,850	**$ 18,551,000**	37.65%	0.58%	0.54%
CONDO	**BN12**		102	102	**204**	**100.00%**	$ 24,637,800	$ 24,637,800	**$ 49,275,600**	**100.00%**	**1.54%**	**1.39%**
CONDO	BN13	BHHS									0.00%	0.00%
CONDO	BN13	CBRR									0.00%	0.00%
CONDO	BN13	DNFR									0.00%	0.00%
CONDO	BN13	KW_ELITE									0.00%	0.00%
CONDO	BN13	PREM_PLUS									0.00%	0.00%
CONDO	BN13	PREM_SOTH									0.00%	0.00%
CONDO	BN13	ROYAL_SH									0.00%	0.00%
CONDO	BN13	WOOD									0.00%	0.00%
CONDO	BN13	X-OTHER									0.00%	0.00%
CONDO	**BN13**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	ES01	BHHS	5	6	**11**	4.33%	$ 1,438,000	$ 1,426,900	**$ 2,864,900**	4.03%	0.09%	0.08%
CONDO	ES01	CBRR	3	2	**5**	1.97%	$ 683,000	$ 928,000	**$ 1,611,000**	2.26%	0.05%	0.03%
CONDO	ES01	DNFR	33	31	**64**	25.20%	$ 8,159,200	$ 8,296,400	**$ 16,455,600**	23.13%	0.52%	0.44%
CONDO	ES01	KW_ELITE	7	8	**15**	5.91%	$ 1,529,750	$ 2,250,300	**$ 3,780,050**	5.31%	0.12%	0.10%
CONDO	ES01	PREM_PLUS	1	1	**2**	0.79%	$ 255,000	$ 255,000	**$ 510,000**	0.72%	0.02%	0.01%
CONDO	ES01	PREM_SOTH	1	1	**2**	0.79%	$ 295,000	$ 195,000	**$ 490,000**	0.69%	0.02%	0.01%
CONDO	ES01	ROYAL_SH	3	6	**9**	3.54%	$ 757,000	$ 1,900,000	**$ 2,657,000**	3.74%	0.08%	0.06%
CONDO	ES01	WOOD	17	13	**30**	11.81%	$ 6,018,100	$ 4,184,350	**$ 10,202,450**	14.34%	0.32%	0.21%
CONDO	ES01	X-OTHER	57	59	**116**	45.67%	$ 16,429,750	$ 16,128,850	**$ 32,558,600**	45.77%	1.02%	0.79%
CONDO	**ES01**		127	127	**254**	**100.00%**	$ 35,564,800	$ 35,564,800	**$ 71,129,600**	**100.00%**	**2.23%**	**1.74%**
CONDO	ES02	BHHS		1	**1**	1.09%		$ 195,000	**$ 195,000**	1.02%	0.01%	0.01%
CONDO	ES02	CBRR		2	**2**	2.17%		$ 466,709	**$ 466,709**	2.45%	0.01%	0.01%
CONDO	ES02	DNFR	3	6	**9**	9.78%	$ 707,900	$ 1,182,400	**$ 1,890,300**	9.91%	0.06%	0.06%
CONDO	ES02	KW_ELITE	3	3	**6**	6.52%	$ 506,400	$ 481,000	**$ 987,400**	5.18%	0.03%	0.04%
CONDO	ES02	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
CONDO	ES02	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	ES02	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	ES02	WOOD		1	**1**	1.09%		$ 262,710	**$ 262,710**	1.38%	0.01%	0.01%
CONDO	ES02	X-OTHER	40	33	**73**	79.35%	$ 8,318,555	$ 6,945,036	**$ 15,263,591**	80.06%	0.48%	0.50%
CONDO	**ES02**		46	46	**92**	**100.00%**	$ 9,532,855	$ 9,532,855	**$ 19,065,710**	**100.00%**	**0.60%**	**0.63%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	BN11	BHHS		1	**1**	1.19%		$ 400,000	**$ 400,000**	1.81%	0.02%	0.01%
CONDO	BN11	CBRR	1		**1**	1.19%	$ 145,000		**$ 145,000**	0.66%	0.01%	0.00%
CONDO	BN11	DNFR	6	6	**12**	14.29%	$ 1,644,000	$ 1,815,500	**$ 3,459,500**	15.68%	0.13%	0.05%
CONDO	BN11	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	BN11	PREM_PLUS	8	9	**17**	20.24%	$ 2,401,900	$ 2,272,000	**$ 4,673,900**	21.18%	0.18%	0.07%
CONDO	BN11	PREM_SOTH	5	2	**7**	8.33%	$ 1,549,400	$ 455,900	**$ 2,005,300**	9.09%	0.08%	0.03%
CONDO	BN11	ROYAL_SH		2	**2**	2.38%		$ 597,500	**$ 597,500**	2.71%	0.02%	0.01%
CONDO	BN11	WOOD	4	2	**6**	7.14%	$ 1,145,300	$ 681,900	**$ 1,827,200**	8.28%	0.07%	0.03%
CONDO	BN11	X-OTHER	18	20	**38**	45.24%	$ 4,147,952	$ 4,810,752	**$ 8,958,704**	40.60%	0.35%	0.13%
CONDO	**BN11**		42	42	**84**	**100.00%**	$ 11,033,552	$ 11,033,552	**$ 22,067,104**	**100.00%**	**0.86%**	**0.33%**
CONDO	BN12	BHHS	3	3	**6**	3.37%	$ 887,500	$ 914,500	**$ 1,802,000**	4.06%	0.07%	0.03%
CONDO	BN12	CBRR	3	4	**7**	3.93%	$ 583,800	$ 938,955	**$ 1,522,755**	3.43%	0.06%	0.02%
CONDO	BN12	DNFR	3	8	**11**	6.18%	$ 901,400	$ 2,138,910	**$ 3,040,310**	6.84%	0.12%	0.04%
CONDO	BN12	KW_ELITE	4	1	**5**	2.81%	$ 1,008,000	$ 437,500	**$ 1,445,500**	3.25%	0.06%	0.02%
CONDO	BN12	PREM_PLUS	2	7	**9**	5.06%	$ 401,000	$ 1,637,715	**$ 2,038,715**	4.59%	0.08%	0.03%
CONDO	BN12	PREM_SOTH	10	8	**18**	10.11%	$ 2,201,700	$ 1,903,800	**$ 4,105,500**	9.24%	0.16%	0.06%
CONDO	BN12	ROYAL_SH	2	2	**4**	2.25%	$ 331,000	$ 391,579	**$ 722,579**	1.63%	0.03%	0.01%
CONDO	BN12	WOOD	17	12	**29**	16.29%	$ 4,957,400	$ 3,174,899	**$ 8,132,299**	18.31%	0.32%	0.12%
CONDO	BN12	X-OTHER	45	44	**89**	50.00%	$ 10,937,131	$ 10,671,073	**$ 21,608,204**	48.65%	0.84%	0.32%
CONDO	**BN12**		89	89	**178**	**100.00%**	$ 22,208,931	$ 22,208,931	**$ 44,417,862**	**100.00%**	**1.72%**	**0.66%**
CONDO	BN13	BHHS			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	CBRR			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	DNFR			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	KW_ELITE			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	PREM_PLUS			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	PREM_SOTH			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	ROYAL_SH			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	WOOD			**0**				**$ -**		0.00%	0.00%
CONDO	BN13	X-OTHER			**0**				**$ -**		0.00%	0.00%
CONDO	**BN13**				**0**	**0.00%**			**$ -**	**0.00%**	**0.00%**	**0.00%**
CONDO	ES01	BHHS	5	6	**11**	6.32%	$ 1,892,000	$ 1,860,000	**$ 3,752,000**	7.58%	0.15%	0.06%
CONDO	ES01	CBRR		2	**2**	1.15%		$ 314,400	**$ 314,400**	0.64%	0.01%	0.00%
CONDO	ES01	DNFR	8	10	**18**	10.34%	$ 2,693,000	$ 3,193,000	**$ 5,886,000**	11.89%	0.23%	0.09%
CONDO	ES01	KW_ELITE	2	2	**4**	2.30%	$ 484,400	$ 384,000	**$ 868,400**	1.75%	0.03%	0.01%
CONDO	ES01	PREM_PLUS	3	6	**9**	5.17%	$ 488,800	$ 1,266,900	**$ 1,755,700**	3.55%	0.07%	0.03%
CONDO	ES01	PREM_SOTH	1	1	**2**	1.15%	$ 235,000	$ 400,000	**$ 635,000**	1.28%	0.02%	0.01%
CONDO	ES01	ROYAL_SH	7	8	**15**	8.62%	$ 2,149,000	$ 2,597,000	**$ 4,746,000**	9.59%	0.18%	0.07%
CONDO	ES01	WOOD	7	6	**13**	7.47%	$ 2,701,900	$ 1,892,500	**$ 4,594,400**	9.28%	0.18%	0.07%
CONDO	ES01	X-OTHER	54	46	**100**	57.47%	$ 14,109,800	$ 12,846,100	**$ 26,955,900**	54.45%	1.04%	0.40%
CONDO	**ES01**		87	87	**174**	**100.00%**	$ 24,753,900	$ 24,753,900	**$ 49,507,800**	**100.00%**	**1.92%**	**0.73%**
CONDO	ES02	BHHS		1	**1**	0.94%		$ 234,000	**$ 234,000**	1.12%	0.01%	0.00%
CONDO	ES02	CBRR	1	1	**2**	1.89%	$ 192,000	$ 196,000	**$ 388,000**	1.86%	0.02%	0.01%
CONDO	ES02	DNFR	3	3	**6**	5.66%	$ 589,500	$ 586,000	**$ 1,175,500**	5.63%	0.05%	0.02%
CONDO	ES02	KW_ELITE	5	4	**9**	8.49%	$ 879,500	$ 721,500	**$ 1,601,000**	7.66%	0.06%	0.02%
CONDO	ES02	PREM_PLUS	1	2	**3**	2.83%	$ 219,000	$ 381,000	**$ 600,000**	2.87%	0.02%	0.01%
CONDO	ES02	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	ES02	ROYAL_SH	2	2	**4**	3.77%	$ 373,000	$ 465,000	**$ 838,000**	4.01%	0.03%	0.01%
CONDO	ES02	WOOD	2	1	**3**	2.83%	$ 349,500	$ 174,500	**$ 524,000**	2.51%	0.02%	0.01%
CONDO	ES02	X-OTHER	39	39	**78**	73.58%	$ 7,845,600	$ 7,690,100	**$ 15,535,700**	74.35%	0.60%	0.23%
CONDO	**ES02**		53	53	**106**	**100.00%**	$ 10,448,100	$ 10,448,100	**$ 20,896,200**	**100.00%**	**0.81%**	**0.31%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	ES03	BHHS	4	5	**9**	4.89%	$ 1,346,000	$ 1,351,560	**$ 2,697,560**	6.54%	0.08%	0.06%
CONDO	ES03	CBRR		3	**3**	1.63%		$ 760,000	**$ 760,000**	1.84%	0.02%	0.02%
CONDO	ES03	DNFR	17	14	**31**	16.85%	$ 3,725,060	$ 3,375,000	**$ 7,100,060**	17.22%	0.22%	0.21%
CONDO	ES03	KW_ELITE	18	11	**29**	15.76%	$ 3,943,500	$ 2,442,900	**$ 6,386,400**	15.49%	0.20%	0.20%
CONDO	ES03	PREM_PLUS	3	4	**7**	3.80%	$ 733,000	$ 915,000	**$ 1,648,000**	4.00%	0.05%	0.05%
CONDO	ES03	PREM_SOTH	2	2	**4**	2.17%	$ 463,000	$ 500,000	**$ 963,000**	2.34%	0.03%	0.03%
CONDO	ES03	ROYAL_SH		7	**7**	3.80%		$ 1,487,900	**$ 1,487,900**	3.61%	0.05%	0.05%
CONDO	ES03	WOOD	4	1	**5**	2.72%	$ 955,000	$ 252,000	**$ 1,207,000**	2.93%	0.04%	0.03%
CONDO	ES03	X-OTHER	44	45	**89**	48.37%	$ 9,447,725	$ 9,528,925	**$ 18,976,650**	46.03%	0.59%	0.61%
CONDO	**ES03**		92	92	**184**	**100.00%**	$ 20,613,285	$ 20,613,285	**$ 41,226,570**	**100.00%**	**1.29%**	**1.26%**
CONDO	ES04	BHHS										
CONDO	ES04	CBRR										
CONDO	ES04	DNFR										
CONDO	ES04	KW_ELITE										
CONDO	ES04	PREM_PLUS										
CONDO	ES04	PREM_SOTH										
CONDO	ES04	ROYAL_SH										
CONDO	ES04	WOOD										
CONDO	ES04	X-OTHER										
CONDO	**ES04**											
CONDO	NA01	BHHS	9	6	**15**	4.31%	$ 4,289,000	$ 2,362,000	**$ 6,651,000**	3.38%	0.21%	0.10%
CONDO	NA01	CBRR	7	6	**13**	3.74%	$ 5,477,250	$ 2,120,900	**$ 7,598,150**	3.86%	0.24%	0.09%
CONDO	NA01	DNFR	34	31	**65**	18.68%	$ 20,267,000	$ 19,377,800	**$ 39,644,800**	20.15%	1.24%	0.44%
CONDO	NA01	KW_ELITE	2	1	**3**	0.86%	$ 600,000	$ 250,000	**$ 850,000**	0.43%	0.03%	0.02%
CONDO	NA01	PREM_PLUS	12	14	**26**	7.47%	$ 4,746,400	$ 5,967,600	**$ 10,714,000**	5.45%	0.34%	0.18%
CONDO	NA01	PREM_SOTH	8	11	**19**	5.46%	$ 10,654,000	$ 10,711,750	**$ 21,365,750**	10.86%	0.67%	0.13%
CONDO	NA01	ROYAL_SH	1	2	**3**	0.86%	$ 1,040,000	$ 556,000	**$ 1,596,000**	0.81%	0.05%	0.02%
CONDO	NA01	WOOD	22	13	**35**	10.06%	$ 15,533,000	$ 8,935,000	**$ 24,468,000**	12.44%	0.77%	0.24%
CONDO	NA01	X-OTHER	79	90	**169**	48.56%	$ 35,775,650	$ 48,101,250	**$ 83,876,900**	42.63%	2.63%	1.16%
CONDO	**NA01**		174	174	**348**	**100.00%**	$ 98,382,300	$ 98,382,300	**$ 196,764,600**	**100.00%**	**6.17%**	**2.38%**
CONDO	NA02	BHHS	1		**1**	0.78%	$ 970,000		**$ 970,000**	0.93%	0.03%	0.01%
CONDO	NA02	CBRR	4	3	**7**	5.47%	$ 2,403,000	$ 2,349,939	**$ 4,752,939**	4.54%	0.15%	0.05%
CONDO	NA02	DNFR	9	11	**20**	15.63%	$ 7,596,900	$ 9,454,900	**$ 17,051,800**	16.28%	0.53%	0.14%
CONDO	NA02	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA02	PREM_PLUS	2	5	**7**	5.47%	$ 840,000	$ 2,365,500	**$ 3,205,500**	3.06%	0.10%	0.05%
CONDO	NA02	PREM_SOTH	8	5	**13**	10.16%	$ 8,155,000	$ 4,505,000	**$ 12,660,000**	12.09%	0.40%	0.09%
CONDO	NA02	ROYAL_SH	1	2	**3**	2.34%	$ 1,250,000	$ 1,745,000	**$ 2,995,000**	2.86%	0.09%	0.02%
CONDO	NA02	WOOD	5	5	**10**	7.81%	$ 3,874,939	$ 3,628,500	**$ 7,503,439**	7.16%	0.24%	0.07%
CONDO	NA02	X-OTHER	34	33	**67**	52.34%	$ 27,272,000	$ 28,313,000	**$ 55,585,000**	53.08%	1.74%	0.46%
CONDO	**NA02**		64	64	**128**	**100.00%**	$ 52,361,839	$ 52,361,839	**$ 104,723,678**	**100.00%**	**3.28%**	**0.88%**
CONDO	NA03	BHHS		1	**1**	5.00%		$ 480,000	**$ 480,000**	6.74%	0.02%	0.01%
CONDO	NA03	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	NA03	DNFR	4	3	**7**	35.00%	$ 1,387,500	$ 1,125,500	**$ 2,513,000**	35.30%	0.08%	0.05%
CONDO	NA03	KW_ELITE		1	**1**	5.00%		$ 445,000	**$ 445,000**	6.25%	0.01%	0.01%
CONDO	NA03	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
CONDO	NA03	PREM_SOTH	1		**1**	5.00%	$ 375,500		**$ 375,500**	5.28%	0.01%	0.01%
CONDO	NA03	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA03	WOOD		1	**1**	5.00%		$ 220,000	**$ 220,000**	3.09%	0.01%	0.01%
CONDO	NA03	X-OTHER	5	4	**9**	45.00%	$ 1,796,000	$ 1,288,500	**$ 3,084,500**	43.33%	0.10%	0.06%
CONDO	**NA03**		10	10	**20**	**100.00%**	$ 3,559,000	$ 3,559,000	**$ 7,118,000**	**100.00%**	**0.22%**	**0.14%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	ES03	BHHS	2		**2**	1.32%	$ 640,000		**$ 640,000**	1.78%	0.02%	0.01%
CONDO	ES03	CBRR	1		**1**	0.66%	$ 255,000		**$ 255,000**	0.71%	0.01%	0.00%
CONDO	ES03	DNFR	5	3	**8**	5.26%	$ 1,165,000	$ 715,000	**$ 1,880,000**	5.22%	0.07%	0.03%
CONDO	ES03	KW_ELITE	14	4	**18**	11.84%	$ 2,884,270	$ 1,037,770	**$ 3,922,040**	10.89%	0.15%	0.06%
CONDO	ES03	PREM_PLUS	4	4	**8**	5.26%	$ 951,100	$ 1,072,500	**$ 2,023,600**	5.62%	0.08%	0.03%
CONDO	ES03	PREM_SOTH	1		**1**	0.66%	$ 260,000		**$ 260,000**	0.72%	0.01%	0.00%
CONDO	ES03	ROYAL_SH	2	5	**7**	4.61%	$ 484,000	$ 1,106,000	**$ 1,590,000**	4.42%	0.06%	0.02%
CONDO	ES03	WOOD	2	6	**8**	5.26%	$ 457,900	$ 1,720,000	**$ 2,177,900**	6.05%	0.08%	0.03%
CONDO	ES03	X-OTHER	45	54	**99**	65.13%	$ 10,902,700	$ 12,348,700	**$ 23,251,400**	64.59%	0.90%	0.34%
CONDO	**ES03**		76	76	**152**	**100.00%**	$ 17,999,970	$ 17,999,970	**$ 35,999,940**	**100.00%**	**1.40%**	**0.53%**
CONDO	ES04	BHHS	4	2	**6**		$ 1,533,900	$ 519,000	**$ 2,052,900**		0.08%	0.03%
CONDO	ES04	CBRR	2	1	**3**		$ 718,000	$ 279,000	**$ 997,000**		0.04%	0.01%
CONDO	ES04	DNFR	19	14	**33**		$ 5,801,400	$ 4,468,400	**$ 10,269,800**		0.40%	0.15%
CONDO	ES04	KW_ELITE	23	18	**41**		$ 5,964,600	$ 5,111,900	**$ 11,076,500**		0.43%	0.16%
CONDO	ES04	PREM_PLUS	3	1	**4**		$ 904,000	$ 161,900	**$ 1,065,900**		0.04%	0.02%
CONDO	ES04	PREM_SOTH	6	7	**13**		$ 2,325,000	$ 2,269,000	**$ 4,594,000**		0.18%	0.07%
CONDO	ES04	ROYAL_SH	7	8	**15**		$ 1,864,000	$ 2,605,000	**$ 4,469,000**		0.17%	0.07%
CONDO	ES04	WOOD	8	15	**23**		$ 2,226,500	$ 4,063,650	**$ 6,290,150**		0.24%	0.09%
CONDO	ES04	X-OTHER	33	39	**72**		$ 9,270,450	$ 11,130,000	**$ 20,400,450**		0.79%	0.30%
CONDO	**ES04**		105	105	**210**		$ 30,607,850	$ 30,607,850	**$ 61,215,700**		**2.37%**	**0.91%**
CONDO	NA01	BHHS	2	3	**5**	1.98%	$ 670,000	$ 897,000	**$ 1,567,000**	0.98%	0.06%	0.02%
CONDO	NA01	CBRR	8	5	**13**	5.16%	$ 4,684,000	$ 2,711,500	**$ 7,395,500**	4.64%	0.29%	0.11%
CONDO	NA01	DNFR	27	9	**36**	14.29%	$ 21,407,000	$ 8,009,000	**$ 29,416,000**	18.47%	1.14%	0.44%
CONDO	NA01	KW_ELITE	2	1	**3**	1.19%	$ 1,480,000	$ 320,000	**$ 1,800,000**	1.13%	0.07%	0.03%
CONDO	NA01	PREM_PLUS	9	10	**19**	7.54%	$ 3,624,500	$ 3,121,400	**$ 6,745,900**	4.24%	0.26%	0.10%
CONDO	NA01	PREM_SOTH	9	10	**19**	7.54%	$ 9,554,500	$ 10,279,000	**$ 19,833,500**	12.45%	0.77%	0.29%
CONDO	NA01	ROYAL_SH	1	4	**5**	1.98%	$ 265,000	$ 3,290,000	**$ 3,555,000**	2.23%	0.14%	0.05%
CONDO	NA01	WOOD	10	16	**26**	10.32%	$ 9,438,700	$ 9,639,000	**$ 19,077,700**	11.98%	0.74%	0.28%
CONDO	NA01	X-OTHER	58	68	**126**	50.00%	$ 28,510,600	$ 41,367,400	**$ 69,878,000**	43.87%	2.71%	1.03%
CONDO	**NA01**		126	126	**252**	**100.00%**	$ 79,634,300	$ 79,634,300	**$ 159,268,600**	**100.00%**	**6.17%**	**2.36%**
CONDO	NA02	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA02	CBRR	1	1	**2**	1.82%	$ 925,000	$ 742,500	**$ 1,667,500**	1.75%	0.06%	0.02%
CONDO	NA02	DNFR	8	9	**17**	15.45%	$ 6,407,500	$ 9,414,500	**$ 15,822,000**	16.61%	0.61%	0.23%
CONDO	NA02	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA02	PREM_PLUS	2	5	**7**	6.36%	$ 2,163,000	$ 2,563,000	**$ 4,726,000**	4.96%	0.18%	0.07%
CONDO	NA02	PREM_SOTH	6	2	**8**	7.27%	$ 4,752,000	$ 1,995,000	**$ 6,747,000**	7.08%	0.26%	0.10%
CONDO	NA02	ROYAL_SH	1		**1**	0.91%	$ 2,200,000		**$ 2,200,000**	2.31%	0.09%	0.03%
CONDO	NA02	WOOD	9	3	**12**	10.91%	$ 9,137,625	$ 4,580,000	**$ 13,717,625**	14.40%	0.53%	0.20%
CONDO	NA02	X-OTHER	28	35	**63**	57.27%	$ 22,041,600	$ 28,331,725	**$ 50,373,325**	52.88%	1.95%	0.75%
CONDO	**NA02**		55	55	**110**	**100.00%**	$ 47,626,725	$ 47,626,725	**$ 95,253,450**	**100.00%**	**3.69%**	**1.41%**
CONDO	NA03	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA03	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA03	DNFR		1	**1**	12.50%		$ 375,000	**$ 375,000**	13.86%	0.01%	0.01%
CONDO	NA03	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA03	PREM_PLUS	1		**1**	12.50%	$ 292,000		**$ 292,000**	10.79%	0.01%	0.00%
CONDO	NA03	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA03	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA03	WOOD	1		**1**	12.50%	$ 375,000		**$ 375,000**	13.86%	0.01%	0.01%
CONDO	NA03	X-OTHER	2	3	**5**	62.50%	$ 685,500	$ 977,500	**$ 1,663,000**	61.48%	0.06%	0.02%
CONDO	**NA03**		4	4	**8**	**100.00%**	$ 1,352,500	$ 1,352,500	**$ 2,705,000**	**100.00%**	**0.10%**	**0.04%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA04	BHHS	5	4	**9**	2.01%	$ 3,845,000	$ 7,181,000	**$ 11,026,000**	2.11%	0.35%	0.06%
CONDO	NA04	CBRR	5	6	**11**	2.46%	$ 7,462,000	$ 3,788,500	**$ 11,250,500**	2.15%	0.35%	0.08%
CONDO	NA04	DNFR	57	63	**120**	26.79%	$ 55,140,800	$ 55,672,150	**$ 110,812,950**	21.19%	3.47%	0.82%
CONDO	NA04	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA04	PREM_PLUS	10	13	**23**	5.13%	$ 5,936,400	$ 7,455,000	**$ 13,391,400**	2.56%	0.42%	0.16%
CONDO	NA04	PREM_SOTH	55	56	**111**	24.78%	$ 73,499,400	$ 87,624,800	**$ 161,124,200**	30.82%	5.05%	0.76%
CONDO	NA04	ROYAL_SH	4	2	**6**	1.34%	$ 3,916,000	$ 1,447,000	**$ 5,363,000**	1.03%	0.17%	0.04%
CONDO	NA04	WOOD	59	49	**108**	24.11%	$ 83,445,600	$ 69,838,500	**$ 153,284,100**	29.32%	4.80%	0.74%
CONDO	NA04	X-OTHER	29	31	**60**	13.39%	$ 28,176,350	$ 28,414,600	**$ 56,590,950**	10.82%	1.77%	0.41%
CONDO	**NA04**		224	224	**448**	**100.00%**	$ 261,421,550	$ 261,421,550	**$ 522,843,100**	**100.00%**	**16.39%**	**3.06%**
CONDO	NA05	BHHS	13	14	**27**	4.79%	$ 9,573,000	$ 18,593,900	**$ 28,166,900**	4.99%	0.88%	0.18%
CONDO	NA05	CBRR	21	17	**38**	6.74%	$ 13,454,000	$ 19,499,100	**$ 32,953,100**	5.84%	1.03%	0.26%
CONDO	NA05	DNFR	39	43	**82**	14.54%	$ 32,903,500	$ 31,612,224	**$ 64,515,724**	11.43%	2.02%	0.56%
CONDO	NA05	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA05	PREM_PLUS	13	9	**22**	3.90%	$ 9,781,000	$ 5,989,500	**$ 15,770,500**	2.79%	0.49%	0.15%
CONDO	NA05	PREM_SOTH	68	56	**124**	21.99%	$ 105,873,539	$ 80,703,289	**$ 186,576,828**	33.05%	5.85%	0.85%
CONDO	NA05	ROYAL_SH	3	9	**12**	2.13%	$ 3,065,000	$ 10,747,000	**$ 13,812,000**	2.45%	0.43%	0.08%
CONDO	NA05	WOOD	68	64	**132**	23.40%	$ 62,349,489	$ 60,086,790	**$ 122,436,279**	21.69%	3.84%	0.90%
CONDO	NA05	X-OTHER	57	70	**127**	22.52%	$ 45,278,502	$ 55,046,227	**$ 100,324,729**	17.77%	3.14%	0.87%
CONDO	**NA05**		282	282	**564**	**100.00%**	$ 282,278,030	$ 282,278,030	**$ 564,556,060**	**100.00%**	**17.70%**	**3.86%**
CONDO	NA06	BHHS	2	4	**6**	3.45%	$ 1,380,000	$ 2,327,500	**$ 3,707,500**	2.66%	0.12%	0.04%
CONDO	NA06	CBRR	3	9	**12**	6.90%	$ 2,529,000	$ 8,758,500	**$ 11,287,500**	8.10%	0.35%	0.08%
CONDO	NA06	DNFR	16	15	**31**	17.82%	$ 11,931,000	$ 7,775,000	**$ 19,706,000**	14.13%	0.62%	0.21%
CONDO	NA06	KW_ELITE		1	**1**	0.57%		$ 435,000	**$ 435,000**	0.31%	0.01%	0.01%
CONDO	NA06	PREM_PLUS	5	8	**13**	7.47%	$ 4,610,000	$ 6,502,000	**$ 11,112,000**	7.97%	0.35%	0.09%
CONDO	NA06	PREM_SOTH	19	15	**34**	19.54%	$ 16,849,750	$ 16,027,500	**$ 32,877,250**	23.58%	1.03%	0.23%
CONDO	NA06	ROYAL_SH	3	1	**4**	2.30%	$ 2,135,000	$ 745,000	**$ 2,880,000**	2.07%	0.09%	0.03%
CONDO	NA06	WOOD	15	16	**31**	17.82%	$ 14,883,500	$ 14,035,250	**$ 28,918,750**	20.74%	0.91%	0.21%
CONDO	NA06	X-OTHER	24	18	**42**	24.14%	$ 15,390,500	$ 13,103,000	**$ 28,493,500**	20.44%	0.89%	0.29%
CONDO	**NA06**		87	87	**174**	**100.00%**	$ 69,708,750	$ 69,708,750	**$ 139,417,500**	**100.00%**	**4.37%**	**1.19%**
CONDO	NA07	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	DNFR				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA07	WOOD	1		**1**	16.67%	$ 600,000		**$ 600,000**	16.69%	0.02%	0.01%
CONDO	NA07	X-OTHER	2	3	**5**	83.33%	$ 1,198,000	$ 1,798,000	**$ 2,996,000**	83.31%	0.09%	0.03%
CONDO	**NA07**		3	3	**6**	**100.00%**	$ 1,798,000	$ 1,798,000	**$ 3,596,000**	**100.00%**	**0.11%**	**0.04%**
CONDO	NA08	BHHS		2	**2**	1.85%		$ 934,000	**$ 934,000**	2.04%	0.03%	0.01%
CONDO	NA08	CBRR	6	6	**12**	11.11%	$ 2,282,000	$ 2,210,900	**$ 4,492,900**	9.80%	0.14%	0.08%
CONDO	NA08	DNFR	13	14	**27**	25.00%	$ 6,205,500	$ 6,098,500	**$ 12,304,000**	26.85%	0.39%	0.18%
CONDO	NA08	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA08	PREM_PLUS	7	6	**13**	12.04%	$ 2,787,900	$ 3,103,000	**$ 5,890,900**	12.85%	0.18%	0.09%
CONDO	NA08	PREM_SOTH	4	2	**6**	5.56%	$ 1,193,000	$ 625,000	**$ 1,818,000**	3.97%	0.06%	0.04%
CONDO	NA08	ROYAL_SH		2	**2**	1.85%		$ 610,000	**$ 610,000**	1.33%	0.02%	0.01%
CONDO	NA08	WOOD	6	3	**9**	8.33%	$ 2,050,000	$ 1,083,000	**$ 3,133,000**	6.84%	0.10%	0.06%
CONDO	NA08	X-OTHER	18	19	**37**	34.26%	$ 8,398,000	$ 8,252,000	**$ 16,650,000**	36.33%	0.52%	0.25%
CONDO	**NA08**		54	54	**108**	**100.00%**	$ 22,916,400	$ 22,916,400	**$ 45,832,800**	**100.00%**	**1.44%**	**0.74%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA04	BHHS	3	4	**7**	2.27%	$ 1,902,500	$ 2,172,499	**$ 4,074,999**	1.11%	0.16%	0.06%
CONDO	NA04	CBRR	3	4	**7**	2.27%	$ 2,035,000	$ 5,878,000	**$ 7,913,000**	2.16%	0.31%	0.12%
CONDO	NA04	DNFR	36	36	**72**	23.38%	$ 41,045,398	$ 49,373,150	**$ 90,418,548**	24.67%	3.51%	1.34%
CONDO	NA04	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA04	PREM_PLUS	7	8	**15**	4.87%	$ 4,794,900	$ 4,911,500	**$ 9,706,400**	2.65%	0.38%	0.14%
CONDO	NA04	PREM_SOTH	50	39	**89**	28.90%	$ 73,600,000	$ 55,608,900	**$ 129,208,900**	35.26%	5.01%	1.91%
CONDO	NA04	ROYAL_SH	2	2	**4**	1.30%	$ 1,619,000	$ 1,795,000	**$ 3,414,000**	0.93%	0.13%	0.05%
CONDO	NA04	WOOD	34	27	**61**	19.81%	$ 44,411,650	$ 31,684,499	**$ 76,096,149**	20.76%	2.95%	1.13%
CONDO	NA04	X-OTHER	19	34	**53**	17.21%	$ 13,832,000	$ 31,816,900	**$ 45,648,900**	12.46%	1.77%	0.68%
CONDO	**NA04**		154	154	**308**	**100.00%**	$ 183,240,448	$ 183,240,448	**$ 366,480,896**	**100.00%**	**14.21%**	**5.42%**
CONDO	NA05	BHHS	2	1	**3**	0.76%	$ 1,292,000	$ 317,000	**$ 1,609,000**	0.37%	0.06%	0.02%
CONDO	NA05	CBRR	9	10	**19**	4.82%	$ 9,271,500	$ 8,178,000	**$ 17,449,500**	3.96%	0.68%	0.26%
CONDO	NA05	DNFR	24	29	**53**	13.45%	$ 23,353,500	$ 36,305,899	**$ 59,659,399**	13.53%	2.31%	0.88%
CONDO	NA05	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA05	PREM_PLUS	15	16	**31**	7.87%	$ 14,061,000	$ 15,512,950	**$ 29,573,950**	6.71%	1.15%	0.44%
CONDO	NA05	PREM_SOTH	48	38	**86**	21.83%	$ 82,939,877	$ 67,491,501	**$ 150,431,378**	34.13%	5.83%	2.23%
CONDO	NA05	ROYAL_SH	5	4	**9**	2.28%	$ 3,975,001	$ 2,691,600	**$ 6,666,601**	1.51%	0.26%	0.10%
CONDO	NA05	WOOD	41	36	**77**	19.54%	$ 49,118,400	$ 36,227,900	**$ 85,346,300**	19.36%	3.31%	1.26%
CONDO	NA05	X-OTHER	53	63	**116**	29.44%	$ 36,383,449	$ 53,669,877	**$ 90,053,326**	20.43%	3.49%	1.33%
CONDO	**NA05**		197	197	**394**	**100.00%**	$ 220,394,727	$ 220,394,727	**$ 440,789,454**	**100.00%**	**17.09%**	**6.52%**
CONDO	NA06	BHHS	1	2	**3**	2.50%	$ 545,000	$ 1,977,500	**$ 2,522,500**	2.98%	0.10%	0.04%
CONDO	NA06	CBRR	2	6	**8**	6.67%	$ 850,000	$ 5,235,000	**$ 6,085,000**	7.19%	0.24%	0.09%
CONDO	NA06	DNFR	7	10	**17**	14.17%	$ 4,006,000	$ 5,490,000	**$ 9,496,000**	11.21%	0.37%	0.14%
CONDO	NA06	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA06	PREM_PLUS	5	5	**10**	8.33%	$ 2,960,000	$ 1,699,000	**$ 4,659,000**	5.50%	0.18%	0.07%
CONDO	NA06	PREM_SOTH	13	5	**18**	15.00%	$ 11,425,400	$ 4,802,500	**$ 16,227,900**	19.16%	0.63%	0.24%
CONDO	NA06	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA06	WOOD	17	18	**35**	29.17%	$ 10,160,250	$ 15,056,150	**$ 25,216,400**	29.78%	0.98%	0.37%
CONDO	NA06	X-OTHER	15	14	**29**	24.17%	$ 12,393,700	$ 8,080,200	**$ 20,473,900**	24.18%	0.79%	0.30%
CONDO	**NA06**		60	60	**120**	**100.00%**	$ 42,340,350	$ 42,340,350	**$ 84,680,700**	**100.00%**	**3.28%**	**1.25%**
CONDO	NA07	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	DNFR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA07	X-OTHER	1	1	**2**	100.00%	$ 650,000	$ 650,000	**$ 1,300,000**	100.00%	0.05%	0.02%
CONDO	**NA07**		1	1	**2**	**100.00%**	$ 650,000	$ 650,000	**$ 1,300,000**	**100.00%**	**0.05%**	**0.02%**
CONDO	NA08	BHHS	1	2	**3**	3.75%	$ 469,000	$ 725,000	**$ 1,194,000**	3.07%	0.05%	0.02%
CONDO	NA08	CBRR	2	1	**3**	3.75%	$ 1,200,000	$ 625,000	**$ 1,825,000**	4.70%	0.07%	0.03%
CONDO	NA08	DNFR	13	12	**25**	31.25%	$ 6,487,000	$ 5,755,950	**$ 12,242,950**	31.50%	0.47%	0.18%
CONDO	NA08	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA08	PREM_PLUS		5	**5**	6.25%		$ 2,012,000	**$ 2,012,000**	5.18%	0.08%	0.03%
CONDO	NA08	PREM_SOTH	3	3	**6**	7.50%	$ 1,034,000	$ 1,337,000	**$ 2,371,000**	6.10%	0.09%	0.04%
CONDO	NA08	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA08	WOOD	3	4	**7**	8.75%	$ 1,070,000	$ 2,495,000	**$ 3,565,000**	9.17%	0.14%	0.05%
CONDO	NA08	X-OTHER	18	13	**31**	38.75%	$ 9,170,700	$ 6,480,750	**$ 15,651,450**	40.28%	0.61%	0.23%
CONDO	**NA08**		40	40	**80**	**100.00%**	$ 19,430,700	$ 19,430,700	**$ 38,861,400**	**100.00%**	**1.51%**	**0.57%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA09	BHHS		1	**1**	0.93%		$ 629,000	**$ 629,000**	2.51%	0.02%	0.01%
CONDO	NA09	CBRR	4	1	**5**	4.63%	$ 716,900	$ 415,000	**$ 1,131,900**	4.52%	0.04%	0.03%
CONDO	NA09	DNFR	7	4	**11**	10.19%	$ 1,333,730	$ 820,000	**$ 2,153,730**	8.60%	0.07%	0.08%
CONDO	NA09	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA09	PREM_PLUS	4	6	**10**	9.26%	$ 574,500	$ 1,610,500	**$ 2,185,000**	8.73%	0.07%	0.07%
CONDO	NA09	PREM_SOTH	2	5	**7**	6.48%	$ 398,000	$ 1,023,000	**$ 1,421,000**	5.68%	0.04%	0.05%
CONDO	NA09	ROYAL_SH	1	2	**3**	2.78%	$ 263,000	$ 347,500	**$ 610,500**	2.44%	0.02%	0.02%
CONDO	NA09	WOOD	8	5	**13**	12.04%	$ 1,712,500	$ 992,000	**$ 2,704,500**	10.80%	0.08%	0.09%
CONDO	NA09	X-OTHER	28	30	**58**	53.70%	$ 7,518,165	$ 6,679,795	**$ 14,197,960**	56.72%	0.45%	0.40%
CONDO	**NA09**		54	54	**108**	**100.00%**	$ 12,516,795	$ 12,516,795	**$ 25,033,590**	**100.00%**	**0.78%**	**0.74%**
CONDO	NA11	BHHS	7	6	**13**	4.14%	$ 2,016,500	$ 1,001,900	**$ 3,018,400**	3.68%	0.09%	0.09%
CONDO	NA11	CBRR	5	5	**10**	3.18%	$ 1,287,000	$ 1,252,500	**$ 2,539,500**	3.09%	0.08%	0.07%
CONDO	NA11	DNFR	20	19	**39**	12.42%	$ 4,950,100	$ 4,496,300	**$ 9,446,400**	11.51%	0.30%	0.27%
CONDO	NA11	KW_ELITE	2	3	**5**	1.59%	$ 378,000	$ 955,000	**$ 1,333,000**	1.62%	0.04%	0.03%
CONDO	NA11	PREM_PLUS	11	17	**28**	8.92%	$ 2,375,500	$ 4,462,500	**$ 6,838,000**	8.33%	0.21%	0.19%
CONDO	NA11	PREM_SOTH	6	5	**11**	3.50%	$ 1,629,990	$ 1,265,500	**$ 2,895,490**	3.53%	0.09%	0.08%
CONDO	NA11	ROYAL_SH		4	**4**	1.27%		$ 1,125,000	**$ 1,125,000**	1.37%	0.04%	0.03%
CONDO	NA11	WOOD	40	32	**72**	22.93%	$ 11,817,800	$ 10,727,690	**$ 22,545,490**	27.47%	0.71%	0.49%
CONDO	NA11	X-OTHER	66	66	**132**	42.04%	$ 16,576,000	$ 15,744,500	**$ 32,320,500**	39.39%	1.01%	0.90%
CONDO	**NA11**		157	157	**314**	**100.00%**	$ 41,030,890	$ 41,030,890	**$ 82,061,780**	**100.00%**	**2.57%**	**2.15%**
CONDO	NA12	BHHS	15	9	**24**	9.60%	$ 11,633,000	$ 7,032,900	**$ 18,665,900**	17.99%	0.59%	0.16%
CONDO	NA12	CBRR	5	5	**10**	4.00%	$ 1,658,000	$ 1,281,500	**$ 2,939,500**	2.83%	0.09%	0.07%
CONDO	NA12	DNFR	20	16	**36**	14.40%	$ 7,422,500	$ 6,655,500	**$ 14,078,000**	13.57%	0.44%	0.25%
CONDO	NA12	KW_ELITE	1		**1**	0.40%	$ 360,000		**$ 360,000**	0.35%	0.01%	0.01%
CONDO	NA12	PREM_PLUS	14	19	**33**	13.20%	$ 4,076,900	$ 6,975,400	**$ 11,052,300**	10.65%	0.35%	0.23%
CONDO	NA12	PREM_SOTH	15	15	**30**	12.00%	$ 7,654,500	$ 7,155,500	**$ 14,810,000**	14.28%	0.46%	0.21%
CONDO	NA12	ROYAL_SH		2	**2**	0.80%		$ 632,000	**$ 632,000**	0.61%	0.02%	0.01%
CONDO	NA12	WOOD	20	13	**33**	13.20%	$ 7,936,800	$ 6,580,900	**$ 14,517,700**	13.99%	0.46%	0.23%
CONDO	NA12	X-OTHER	35	46	**81**	32.40%	$ 11,128,865	$ 15,556,865	**$ 26,685,730**	25.72%	0.84%	0.55%
CONDO	**NA12**		125	125	**250**	**100.00%**	$ 51,870,565	$ 51,870,565	**$ 103,741,130**	**100.00%**	**3.25%**	**1.71%**
CONDO	NA13	BHHS	1	3	**4**	12.50%	$ 230,000	$ 702,000	**$ 932,000**	13.88%	0.03%	0.03%
CONDO	NA13	CBRR	1	1	**2**	6.25%	$ 180,000	$ 180,000	**$ 360,000**	5.36%	0.01%	0.01%
CONDO	NA13	DNFR		1	**1**	3.13%		$ 220,000	**$ 220,000**	3.28%	0.01%	0.01%
CONDO	NA13	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA13	PREM_PLUS	1		**1**	3.13%	$ 192,000		**$ 192,000**	2.86%	0.01%	0.01%
CONDO	NA13	PREM_SOTH	2	1	**3**	9.38%	$ 327,600	$ 107,600	**$ 435,200**	6.48%	0.01%	0.02%
CONDO	NA13	ROYAL_SH	1		**1**	3.13%	$ 209,000		**$ 209,000**	3.11%	0.01%	0.01%
CONDO	NA13	WOOD	1	3	**4**	12.50%	$ 259,900	$ 764,900	**$ 1,024,800**	15.26%	0.03%	0.03%
CONDO	NA13	X-OTHER	9	7	**16**	50.00%	$ 1,959,000	$ 1,383,000	**$ 3,342,000**	49.77%	0.10%	0.11%
CONDO	**NA13**		16	16	**32**	**100.00%**	$ 3,357,500	$ 3,357,500	**$ 6,715,000**	**100.00%**	**0.21%**	**0.22%**
CONDO	NA14	BHHS	9	12	**21**	6.33%	$ 2,755,500	$ 3,516,700	**$ 6,272,200**	5.93%	0.20%	0.14%
CONDO	NA14	CBRR	3	6	**9**	2.71%	$ 785,000	$ 1,796,700	**$ 2,581,700**	2.44%	0.08%	0.06%
CONDO	NA14	DNFR	25	24	**49**	14.76%	$ 8,172,600	$ 8,340,500	**$ 16,513,100**	15.61%	0.52%	0.34%
CONDO	NA14	KW_ELITE	2	3	**5**	1.51%	$ 383,750	$ 621,250	**$ 1,005,000**	0.95%	0.03%	0.03%
CONDO	NA14	PREM_PLUS	16	14	**30**	9.04%	$ 4,549,400	$ 3,848,250	**$ 8,397,650**	7.94%	0.26%	0.21%
CONDO	NA14	PREM_SOTH	11	12	**23**	6.93%	$ 4,122,900	$ 4,227,100	**$ 8,350,000**	7.89%	0.26%	0.16%
CONDO	NA14	ROYAL_SH	2	6	**8**	2.41%	$ 537,000	$ 1,385,000	**$ 1,922,000**	1.82%	0.06%	0.05%
CONDO	NA14	WOOD	13	22	**35**	10.54%	$ 4,373,399	$ 8,387,499	**$ 12,760,898**	12.06%	0.40%	0.24%
CONDO	NA14	X-OTHER	85	67	**152**	45.78%	$ 27,210,250	$ 20,766,800	**$ 47,977,050**	45.36%	1.50%	1.04%
CONDO	**NA14**		166	166	**332**	**100.00%**	$ 52,889,799	$ 52,889,799	**$ 105,779,598**	**100.00%**	**3.32%**	**2.27%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA09	BHHS	3	3	**6**	3.23%	$ 635,000	$ 625,500	**$ 1,260,500**	2.69%	0.05%	0.02%
CONDO	NA09	CBRR	3	2	**5**	2.69%	$ 683,000	$ 830,000	**$ 1,513,000**	3.23%	0.06%	0.02%
CONDO	NA09	DNFR	10	6	**16**	8.60%	$ 2,347,300	$ 1,387,800	**$ 3,735,100**	7.96%	0.14%	0.06%
CONDO	NA09	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA09	PREM_PLUS	5	8	**13**	6.99%	$ 782,833	$ 2,517,500	**$ 3,300,333**	7.04%	0.13%	0.05%
CONDO	NA09	PREM_SOTH	1	4	**5**	2.69%	$ 416,000	$ 1,489,400	**$ 1,905,400**	4.06%	0.07%	0.03%
CONDO	NA09	ROYAL_SH		1	**1**	0.54%		$ 299,750	**$ 299,750**	0.64%	0.01%	0.00%
CONDO	NA09	WOOD	18	17	**35**	18.82%	$ 4,283,350	$ 3,536,350	**$ 7,819,700**	16.67%	0.30%	0.12%
CONDO	NA09	X-OTHER	53	52	**105**	56.45%	$ 14,303,275	$ 12,764,458	**$ 27,067,733**	57.71%	1.05%	0.40%
CONDO	**NA09**		93	93	**186**	**100.00%**	$ 23,450,758	$ 23,450,758	**$ 46,901,516**	**100.00%**	**1.82%**	**0.69%**
CONDO	NA11	BHHS	4	6	**10**	3.27%	$ 894,900	$ 1,246,900	**$ 2,141,800**	2.78%	0.08%	0.03%
CONDO	NA11	CBRR	3	4	**7**	2.29%	$ 549,500	$ 853,500	**$ 1,403,000**	1.82%	0.05%	0.02%
CONDO	NA11	DNFR	26	18	**44**	14.38%	$ 7,364,450	$ 5,555,900	**$ 12,920,350**	16.74%	0.50%	0.19%
CONDO	NA11	KW_ELITE		1	**1**	0.33%		$ 198,500	**$ 198,500**	0.26%	0.01%	0.00%
CONDO	NA11	PREM_PLUS	15	12	**27**	8.82%	$ 3,568,900	$ 2,873,500	**$ 6,442,400**	8.35%	0.25%	0.10%
CONDO	NA11	PREM_SOTH	8	3	**11**	3.59%	$ 2,080,000	$ 972,900	**$ 3,052,900**	3.96%	0.12%	0.05%
CONDO	NA11	ROYAL_SH	1	2	**3**	0.98%	$ 150,000	$ 375,000	**$ 525,000**	0.68%	0.02%	0.01%
CONDO	NA11	WOOD	29	26	**55**	17.97%	$ 7,766,750	$ 7,705,500	**$ 15,472,250**	20.05%	0.60%	0.23%
CONDO	NA11	X-OTHER	67	81	**148**	48.37%	$ 16,215,280	$ 18,808,080	**$ 35,023,360**	45.38%	1.36%	0.52%
CONDO	**NA11**		153	153	**306**	**100.00%**	$ 38,589,780	$ 38,589,780	**$ 77,179,560**	**100.00%**	**2.99%**	**1.14%**
CONDO	NA12	BHHS	6	2	**8**	4.26%	$ 2,283,000	$ 614,500	**$ 2,897,500**	4.64%	0.11%	0.04%
CONDO	NA12	CBRR	1	3	**4**	2.13%	$ 182,000	$ 958,000	**$ 1,140,000**	1.83%	0.04%	0.02%
CONDO	NA12	DNFR	22	10	**32**	17.02%	$ 6,924,000	$ 3,121,800	**$ 10,045,800**	16.10%	0.39%	0.15%
CONDO	NA12	KW_ELITE	1		**1**	0.53%	$ 185,000		**$ 185,000**	0.30%	0.01%	0.00%
CONDO	NA12	PREM_PLUS	16	14	**30**	15.96%	$ 6,439,000	$ 4,614,000	**$ 11,053,000**	17.71%	0.43%	0.16%
CONDO	NA12	PREM_SOTH	7	8	**15**	7.98%	$ 3,838,800	$ 3,843,000	**$ 7,681,800**	12.31%	0.30%	0.11%
CONDO	NA12	ROYAL_SH	1		**1**	0.53%	$ 470,000		**$ 470,000**	0.75%	0.02%	0.01%
CONDO	NA12	WOOD	11	13	**24**	12.77%	$ 3,863,500	$ 6,384,500	**$ 10,248,000**	16.42%	0.40%	0.15%
CONDO	NA12	X-OTHER	29	44	**73**	38.83%	$ 7,016,099	$ 11,665,599	**$ 18,681,698**	29.94%	0.72%	0.28%
CONDO	**NA12**		94	94	**188**	**100.00%**	$ 31,201,399	$ 31,201,399	**$ 62,402,798**	**100.00%**	**2.42%**	**0.92%**
CONDO	NA13	BHHS	2		**2**	12.50%	$ 490,500		**$ 490,500**	14.27%	0.02%	0.01%
CONDO	NA13	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA13	DNFR		1	**1**	6.25%		$ 218,500	**$ 218,500**	6.36%	0.01%	0.00%
CONDO	NA13	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA13	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA13	PREM_SOTH		1	**1**	6.25%		$ 225,000	**$ 225,000**	6.55%	0.01%	0.00%
CONDO	NA13	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA13	WOOD	2	1	**3**	18.75%	$ 405,000	$ 266,500	**$ 671,500**	19.54%	0.03%	0.01%
CONDO	NA13	X-OTHER	4	5	**9**	56.25%	$ 823,000	$ 1,008,500	**$ 1,831,500**	53.29%	0.07%	0.03%
CONDO	**NA13**		8	8	**16**	**100.00%**	$ 1,718,500	$ 1,718,500	**$ 3,437,000**	**100.00%**	**0.13%**	**0.05%**
CONDO	NA14	BHHS	9	4	**13**	5.00%	$ 2,407,600	$ 1,157,000	**$ 3,564,600**	4.48%	0.14%	0.05%
CONDO	NA14	CBRR	4	4	**8**	3.08%	$ 1,186,250	$ 1,347,250	**$ 2,533,500**	3.19%	0.10%	0.04%
CONDO	NA14	DNFR	11	12	**23**	8.85%	$ 4,007,900	$ 3,193,500	**$ 7,201,400**	9.05%	0.28%	0.11%
CONDO	NA14	KW_ELITE		1	**1**	0.38%		$ 330,000	**$ 330,000**	0.41%	0.01%	0.00%
CONDO	NA14	PREM_PLUS	11	14	**25**	9.62%	$ 2,698,825	$ 3,414,900	**$ 6,113,725**	7.69%	0.24%	0.09%
CONDO	NA14	PREM_SOTH	12	5	**17**	6.54%	$ 3,887,900	$ 1,519,200	**$ 5,407,100**	6.80%	0.21%	0.08%
CONDO	NA14	ROYAL_SH	2	1	**3**	1.15%	$ 642,500	$ 200,000	**$ 842,500**	1.06%	0.03%	0.01%
CONDO	NA14	WOOD	18	19	**37**	14.23%	$ 6,566,900	$ 7,212,325	**$ 13,779,225**	17.32%	0.53%	0.20%
CONDO	NA14	X-OTHER	63	70	**133**	51.15%	$ 18,372,800	$ 21,396,500	**$ 39,769,300**	50.00%	1.54%	0.59%
CONDO	**NA14**		130	130	**260**	**100.00%**	$ 39,770,675	$ 39,770,675	**$ 79,541,350**	**100.00%**	**3.08%**	**1.18%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA15	BHHS		2	**2**	3.70%		$ 492,500	**$ 492,500**	4.59%	0.02%	0.01%
CONDO	NA15	CBRR	1	2	**3**	5.56%	$ 153,900	$ 306,000	**$ 459,900**	4.29%	0.01%	0.02%
CONDO	NA15	DNFR	1	2	**3**	5.56%	$ 315,000	$ 373,900	**$ 688,900**	6.43%	0.02%	0.02%
CONDO	NA15	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA15	PREM_PLUS	5	3	**8**	14.81%	$ 913,500	$ 459,900	**$ 1,373,400**	12.81%	0.04%	0.05%
CONDO	NA15	PREM_SOTH	2	2	**4**	7.41%	$ 365,000	$ 365,000	**$ 730,000**	6.81%	0.02%	0.03%
CONDO	NA15	ROYAL_SH	1		**1**	1.85%	$ 385,000		**$ 385,000**	3.59%	0.01%	0.01%
CONDO	NA15	WOOD	7	5	**12**	22.22%	$ 1,622,400	$ 1,377,500	**$ 2,999,900**	27.99%	0.09%	0.08%
CONDO	NA15	X-OTHER	10	11	**21**	38.89%	$ 1,604,800	$ 1,984,800	**$ 3,589,600**	33.49%	0.11%	0.14%
CONDO	**NA15**		27	27	**54**	**100.00%**	$ 5,359,600	$ 5,359,600	**$ 10,719,200**	**100.00%**	**0.34%**	**0.37%**
CONDO	NA16	BHHS	21	11	**32**	6.84%	$ 4,156,650	$ 2,009,100	**$ 6,165,750**	5.15%	0.19%	0.22%
CONDO	NA16	CBRR	6	10	**16**	3.42%	$ 894,150	$ 2,750,001	**$ 3,644,151**	3.05%	0.11%	0.11%
CONDO	NA16	DNFR	32	31	**63**	13.46%	$ 7,186,400	$ 7,276,000	**$ 14,462,400**	12.09%	0.45%	0.43%
CONDO	NA16	KW_ELITE		1	**1**	0.21%		$ 199,000	**$ 199,000**	0.17%	0.01%	0.01%
CONDO	NA16	PREM_PLUS	15	20	**35**	7.48%	$ 4,007,400	$ 4,325,050	**$ 8,332,450**	6.97%	0.26%	0.24%
CONDO	NA16	PREM_SOTH	13	12	**25**	5.34%	$ 4,009,500	$ 4,225,000	**$ 8,234,500**	6.88%	0.26%	0.17%
CONDO	NA16	ROYAL_SH	2	4	**6**	1.28%	$ 526,500	$ 778,000	**$ 1,304,500**	1.09%	0.04%	0.04%
CONDO	NA16	WOOD	44	48	**92**	19.66%	$ 13,542,750	$ 13,637,500	**$ 27,180,250**	22.72%	0.85%	0.63%
CONDO	NA16	X-OTHER	101	97	**198**	42.31%	$ 25,484,328	$ 24,608,027	**$ 50,092,354**	41.88%	1.57%	1.35%
CONDO	**NA16**		234	234	**468**	**100.00%**	$ 59,807,678	$ 59,807,678	**$ 119,615,355**	**100.00%**	**3.75%**	**3.20%**
CONDO	NA17	BHHS	7	11	**18**	3.32%	$ 1,212,750	$ 1,733,650	**$ 2,946,400**	3.19%	0.09%	0.12%
CONDO	NA17	CBRR	20	14	**34**	6.27%	$ 4,131,900	$ 3,036,250	**$ 7,168,150**	7.76%	0.22%	0.23%
CONDO	NA17	DNFR	28	40	**68**	12.55%	$ 5,535,199	$ 7,251,699	**$ 12,786,898**	13.85%	0.40%	0.46%
CONDO	NA17	KW_ELITE	2	1	**3**	0.55%	$ 282,000	$ 122,500	**$ 404,500**	0.44%	0.01%	0.02%
CONDO	NA17	PREM_PLUS	33	35	**68**	12.55%	$ 5,888,750	$ 6,003,050	**$ 11,891,800**	12.88%	0.37%	0.46%
CONDO	NA17	PREM_SOTH	4	2	**6**	1.11%	$ 630,000	$ 387,000	**$ 1,017,000**	1.10%	0.03%	0.04%
CONDO	NA17	ROYAL_SH	6	1	**7**	1.29%	$ 919,000	$ 152,500	**$ 1,071,500**	1.16%	0.03%	0.05%
CONDO	NA17	WOOD	16	22	**38**	7.01%	$ 3,095,000	$ 4,120,000	**$ 7,215,000**	7.81%	0.23%	0.26%
CONDO	NA17	X-OTHER	155	145	**300**	55.35%	$ 24,469,202	$ 23,357,152	**$ 47,826,354**	51.80%	1.50%	2.05%
CONDO	**NA17**		271	271	**542**	**100.00%**	$ 46,163,801	$ 46,163,801	**$ 92,327,602**	**100.00%**	**2.89%**	**3.71%**
CONDO	NA18	BHHS	18	9	**27**	4.15%	$ 3,203,400	$ 1,608,900	**$ 4,812,300**	4.29%	0.15%	0.18%
CONDO	NA18	CBRR	31	28	**59**	9.08%	$ 5,295,100	$ 4,997,000	**$ 10,292,100**	9.18%	0.32%	0.40%
CONDO	NA18	DNFR	49	30	**79**	12.15%	$ 8,681,900	$ 5,816,700	**$ 14,498,600**	12.94%	0.45%	0.54%
CONDO	NA18	KW_ELITE	3	1	**4**	0.62%	$ 497,500	$ 87,900	**$ 585,400**	0.52%	0.02%	0.03%
CONDO	NA18	PREM_PLUS	45	51	**96**	14.77%	$ 9,475,095	$ 9,885,700	**$ 19,360,795**	17.28%	0.61%	0.66%
CONDO	NA18	PREM_SOTH	6	8	**14**	2.15%	$ 894,000	$ 931,000	**$ 1,825,000**	1.63%	0.06%	0.10%
CONDO	NA18	ROYAL_SH	2	3	**5**	0.77%	$ 328,000	$ 525,000	**$ 853,000**	0.76%	0.03%	0.03%
CONDO	NA18	WOOD	39	39	**78**	12.00%	$ 6,566,025	$ 6,911,968	**$ 13,477,993**	12.03%	0.42%	0.53%
CONDO	NA18	X-OTHER	132	156	**288**	44.31%	$ 21,089,654	$ 25,266,506	**$ 46,356,160**	41.37%	1.45%	1.97%
CONDO	**NA18**		325	325	**650**	**100.00%**	$ 56,030,674	$ 56,030,674	**$ 112,061,348**	**100.00%**	**3.51%**	**4.44%**
CONDO	NA19	BHHS	8	7	**15**	4.34%	$ 1,692,900	$ 1,664,900	**$ 3,357,800**	3.91%	0.11%	0.10%
CONDO	NA19	CBRR	13	4	**17**	4.91%	$ 2,350,500	$ 743,500	**$ 3,094,000**	3.60%	0.10%	0.12%
CONDO	NA19	DNFR	20	24	**44**	12.72%	$ 5,691,200	$ 7,053,390	**$ 12,744,590**	14.83%	0.40%	0.30%
CONDO	NA19	KW_ELITE	2	1	**3**	0.87%	$ 293,000	$ 190,000	**$ 483,000**	0.56%	0.02%	0.02%
CONDO	NA19	PREM_PLUS	14	22	**36**	10.40%	$ 2,866,500	$ 5,599,880	**$ 8,466,380**	9.85%	0.27%	0.25%
CONDO	NA19	PREM_SOTH	4	4	**8**	2.31%	$ 989,750	$ 1,232,500	**$ 2,222,250**	2.59%	0.07%	0.05%
CONDO	NA19	ROYAL_SH	1	1	**2**	0.58%	$ 185,000	$ 345,000	**$ 530,000**	0.62%	0.02%	0.01%
CONDO	NA19	WOOD	23	20	**43**	12.43%	$ 5,634,249	$ 4,277,459	**$ 9,911,708**	11.53%	0.31%	0.29%
CONDO	NA19	X-OTHER	88	90	**178**	51.45%	$ 23,260,679	$ 21,857,149	**$ 45,117,828**	52.51%	1.41%	1.22%
CONDO	**NA19**		173	173	**346**	**100.00%**	$ 42,963,778	$ 42,963,778	**$ 85,927,556**	**100.00%**	**2.69%**	**2.37%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA15	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA15	CBRR	1	2	**3**	7.14%	$ 135,000	$ 340,000	**$ 475,000**	4.62%	0.02%	0.01%
CONDO	NA15	DNFR	2	1	**3**	7.14%	$ 405,000	$ 170,000	**$ 575,000**	5.59%	0.02%	0.01%
CONDO	NA15	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA15	PREM_PLUS	6	4	**10**	23.81%	$ 1,410,000	$ 1,065,000	**$ 2,475,000**	24.08%	0.10%	0.04%
CONDO	NA15	PREM_SOTH	2	2	**4**	9.52%	$ 491,000	$ 491,000	**$ 982,000**	9.56%	0.04%	0.01%
CONDO	NA15	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA15	WOOD	1	2	**3**	7.14%	$ 215,000	$ 397,000	**$ 612,000**	5.95%	0.02%	0.01%
CONDO	NA15	X-OTHER	9	10	**19**	45.24%	$ 2,482,575	$ 2,675,575	**$ 5,158,150**	50.19%	0.20%	0.08%
CONDO	**NA15**		21	21	**42**	**100.00%**	$ 5,138,575	$ 5,138,575	**$ 10,277,150**	**100.00%**	**0.40%**	**0.15%**
CONDO	NA16	BHHS	10	8	**18**	4.64%	$ 2,019,900	$ 2,213,900	**$ 4,233,800**	3.70%	0.16%	0.06%
CONDO	NA16	CBRR	9	6	**15**	3.87%	$ 2,160,000	$ 1,037,900	**$ 3,197,900**	2.80%	0.12%	0.05%
CONDO	NA16	DNFR	32	22	**54**	13.92%	$ 7,942,900	$ 6,389,700	**$ 14,332,600**	12.53%	0.56%	0.21%
CONDO	NA16	KW_ELITE	2	2	**4**	1.03%	$ 318,450	$ 387,500	**$ 705,950**	0.62%	0.03%	0.01%
CONDO	NA16	PREM_PLUS	17	19	**36**	9.28%	$ 4,933,900	$ 4,234,500	**$ 9,168,400**	8.02%	0.36%	0.14%
CONDO	NA16	PREM_SOTH	17	16	**33**	8.51%	$ 8,400,000	$ 6,497,500	**$ 14,897,500**	13.03%	0.58%	0.22%
CONDO	NA16	ROYAL_SH	1	1	**2**	0.52%	$ 650,000	$ 169,900	**$ 819,900**	0.72%	0.03%	0.01%
CONDO	NA16	WOOD	38	29	**67**	17.27%	$ 11,572,750	$ 8,663,000	**$ 20,235,750**	17.70%	0.78%	0.30%
CONDO	NA16	X-OTHER	68	91	**159**	40.98%	$ 19,174,717	$ 27,578,717	**$ 46,753,434**	40.89%	1.81%	0.69%
CONDO	**NA16**		194	194	**388**	**100.00%**	$ 57,172,617	$ 57,172,617	**$ 114,345,234**	**100.00%**	**4.43%**	**1.69%**
CONDO	NA17	BHHS	7	9	**16**	3.92%	$ 1,392,000	$ 1,729,195	**$ 3,121,195**	4.14%	0.12%	0.05%
CONDO	NA17	CBRR	13	11	**24**	5.88%	$ 2,569,500	$ 2,115,100	**$ 4,684,600**	6.22%	0.18%	0.07%
CONDO	NA17	DNFR	25	26	**51**	12.50%	$ 5,310,200	$ 5,194,800	**$ 10,505,000**	13.95%	0.41%	0.16%
CONDO	NA17	KW_ELITE	2	1	**3**	0.74%	$ 412,500	$ 240,000	**$ 652,500**	0.87%	0.03%	0.01%
CONDO	NA17	PREM_PLUS	25	33	**58**	14.22%	$ 4,533,650	$ 6,086,700	**$ 10,620,350**	14.10%	0.41%	0.16%
CONDO	NA17	PREM_SOTH	2	5	**7**	1.72%	$ 612,000	$ 1,010,000	**$ 1,622,000**	2.15%	0.06%	0.02%
CONDO	NA17	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA17	WOOD	13	13	**26**	6.37%	$ 2,110,900	$ 2,764,400	**$ 4,875,300**	6.47%	0.19%	0.07%
CONDO	NA17	X-OTHER	117	106	**223**	54.66%	$ 20,718,517	$ 18,519,072	**$ 39,237,589**	52.10%	1.52%	0.58%
CONDO	**NA17**		204	204	**408**	**100.00%**	$ 37,659,267	$ 37,659,267	**$ 75,318,534**	**100.00%**	**2.92%**	**1.11%**
CONDO	NA18	BHHS	23	20	**43**	8.05%	$ 4,308,000	$ 4,141,250	**$ 8,449,250**	8.26%	0.33%	0.13%
CONDO	NA18	CBRR	28	15	**43**	8.05%	$ 5,034,900	$ 2,903,800	**$ 7,938,700**	7.76%	0.31%	0.12%
CONDO	NA18	DNFR	41	35	**76**	14.23%	$ 7,732,200	$ 6,745,500	**$ 14,477,700**	14.15%	0.56%	0.21%
CONDO	NA18	KW_ELITE	1	2	**3**	0.56%	$ 291,000	$ 250,000	**$ 541,000**	0.53%	0.02%	0.01%
CONDO	NA18	PREM_PLUS	36	31	**67**	12.55%	$ 7,632,283	$ 6,905,773	**$ 14,538,056**	14.21%	0.56%	0.22%
CONDO	NA18	PREM_SOTH	7	8	**15**	2.81%	$ 1,279,900	$ 1,581,900	**$ 2,861,800**	2.80%	0.11%	0.04%
CONDO	NA18	ROYAL_SH	4	4	**8**	1.50%	$ 886,500	$ 884,500	**$ 1,771,000**	1.73%	0.07%	0.03%
CONDO	NA18	WOOD	28	29	**57**	10.67%	$ 5,991,500	$ 6,563,900	**$ 12,555,400**	12.27%	0.49%	0.19%
CONDO	NA18	X-OTHER	99	123	**222**	41.57%	$ 17,997,626	$ 21,177,286	**$ 39,174,912**	38.29%	1.52%	0.58%
CONDO	**NA18**		267	267	**534**	**100.00%**	$ 51,153,909	$ 51,153,909	**$ 102,307,818**	**100.00%**	**3.97%**	**1.51%**
CONDO	NA19	BHHS	9	8	**17**	5.78%	$ 1,893,000	$ 1,632,400	**$ 3,525,400**	4.79%	0.14%	0.05%
CONDO	NA19	CBRR	5	5	**10**	3.40%	$ 607,900	$ 1,077,500	**$ 1,685,400**	2.29%	0.07%	0.02%
CONDO	NA19	DNFR	13	9	**22**	7.48%	$ 3,464,000	$ 2,084,000	**$ 5,548,000**	7.53%	0.22%	0.08%
CONDO	NA19	KW_ELITE		1	**1**	0.34%		$ 289,990	**$ 289,990**	0.39%	0.01%	0.00%
CONDO	NA19	PREM_PLUS	12	22	**34**	11.56%	$ 2,605,800	$ 5,713,790	**$ 8,319,590**	11.29%	0.32%	0.12%
CONDO	NA19	PREM_SOTH	3	4	**7**	2.38%	$ 949,000	$ 1,287,990	**$ 2,236,990**	3.04%	0.09%	0.03%
CONDO	NA19	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA19	WOOD	16	15	**31**	10.54%	$ 3,037,900	$ 3,235,300	**$ 6,273,200**	8.52%	0.24%	0.09%
CONDO	NA19	X-OTHER	89	83	**172**	58.50%	$ 24,271,405	$ 21,508,035	**$ 45,779,440**	62.15%	1.77%	0.68%
CONDO	**NA19**		147	147	**294**	**100.00%**	$ 36,829,005	$ 36,829,005	**$ 73,658,010**	**100.00%**	**2.86%**	**1.09%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA21	BHHS	10	10	**20**	6.02%	$ 2,321,950	$ 2,641,078	**$ 4,963,028**	6.42%	0.16%	0.14%
CONDO	NA21	CBRR		1	**1**	0.30%		$ 380,000	**$ 380,000**	0.49%	0.01%	0.01%
CONDO	NA21	DNFR	20	24	**44**	13.25%	$ 4,666,400	$ 6,019,668	**$ 10,686,068**	13.81%	0.33%	0.30%
CONDO	NA21	KW_ELITE	1	2	**3**	0.90%	$ 197,000	$ 347,500	**$ 544,500**	0.70%	0.02%	0.02%
CONDO	NA21	PREM_PLUS	10	16	**26**	7.83%	$ 1,916,250	$ 3,670,652	**$ 5,586,902**	7.22%	0.18%	0.18%
CONDO	NA21	PREM_SOTH	7	8	**15**	4.52%	$ 1,803,500	$ 1,930,000	**$ 3,733,500**	4.83%	0.12%	0.10%
CONDO	NA21	ROYAL_SH	1		**1**	0.30%	$ 310,000		**$ 310,000**	0.40%	0.01%	0.01%
CONDO	NA21	WOOD	14	12	**26**	7.83%	$ 3,245,500	$ 2,374,800	**$ 5,620,300**	7.26%	0.18%	0.18%
CONDO	NA21	X-OTHER	103	93	**196**	59.04%	$ 24,221,357	$ 21,318,259	**$ 45,539,616**	58.86%	1.43%	1.34%
CONDO	**NA21**		166	166	**332**	**100.00%**	$ 38,681,957	$ 38,681,957	**$ 77,363,914**	**100.00%**	**2.42%**	**2.27%**
CONDO	NA22	BHHS	5	8	**13**	7.30%	$ 1,421,900	$ 2,026,500	**$ 3,448,400**	7.80%	0.11%	0.09%
CONDO	NA22	CBRR	4	3	**7**	3.93%	$ 890,000	$ 806,000	**$ 1,696,000**	3.84%	0.05%	0.05%
CONDO	NA22	DNFR	13	9	**22**	12.36%	$ 3,786,000	$ 2,642,500	**$ 6,428,500**	14.54%	0.20%	0.15%
CONDO	NA22	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA22	PREM_PLUS	8	14	**22**	12.36%	$ 2,093,500	$ 3,646,500	**$ 5,740,000**	12.98%	0.18%	0.15%
CONDO	NA22	PREM_SOTH	4	5	**9**	5.06%	$ 1,221,900	$ 1,121,500	**$ 2,343,400**	5.30%	0.07%	0.06%
CONDO	NA22	ROYAL_SH		2	**2**	1.12%		$ 494,000	**$ 494,000**	1.12%	0.02%	0.01%
CONDO	NA22	WOOD	4	6	**10**	5.62%	$ 994,500	$ 1,497,400	**$ 2,491,900**	5.64%	0.08%	0.07%
CONDO	NA22	X-OTHER	51	42	**93**	52.25%	$ 11,696,554	$ 9,869,954	**$ 21,566,508**	48.78%	0.68%	0.64%
CONDO	**NA22**		89	89	**178**	**100.00%**	$ 22,104,354	$ 22,104,354	**$ 44,208,708**	**100.00%**	**1.39%**	**1.22%**
CONDO	NA23	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	DNFR				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	PREM_PLUS		1	**1**	25.00%		$ 325,000	**$ 325,000**	36.35%	0.01%	0.01%
CONDO	NA23	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	WOOD				0.00%				0.00%	0.00%	0.00%
CONDO	NA23	X-OTHER	2	1	**3**	75.00%	$ 447,000	$ 122,000	**$ 569,000**	63.65%	0.02%	0.02%
CONDO	**NA23**		2	2	**4**	**100.00%**	$ 447,000	$ 447,000	**$ 894,000**	**100.00%**	**0.03%**	**0.03%**
CONDO	NA24	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	NA24	CBRR	1	3	**4**	7.41%	$ 89,000	$ 289,000	**$ 378,000**	8.32%	0.01%	0.03%
CONDO	NA24	DNFR		2	**2**	3.70%		$ 163,000	**$ 163,000**	3.59%	0.01%	0.01%
CONDO	NA24	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA24	PREM_PLUS	4	3	**7**	12.96%	$ 329,000	$ 214,000	**$ 543,000**	11.96%	0.02%	0.05%
CONDO	NA24	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA24	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA24	WOOD	1		**1**	1.85%	$ 111,000		**$ 111,000**	2.44%	0.00%	0.01%
CONDO	NA24	X-OTHER	21	19	**40**	74.07%	$ 1,742,000	$ 1,605,000	**$ 3,347,000**	73.69%	0.10%	0.27%
CONDO	**NA24**		27	27	**54**	**100.00%**	$ 2,271,000	$ 2,271,000	**$ 4,542,000**	**100.00%**	**0.14%**	**0.37%**
CONDO	NA31	BHHS		2	**2**	3.33%		$ 314,900	**$ 314,900**	2.37%	0.01%	0.01%
CONDO	NA31	CBRR	1	1	**2**	3.33%	$ 217,500	$ 282,000	**$ 499,500**	3.75%	0.02%	0.01%
CONDO	NA31	DNFR	1	4	**5**	8.33%	$ 101,000	$ 913,000	**$ 1,014,000**	7.62%	0.03%	0.03%
CONDO	NA31	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA31	PREM_PLUS	3	2	**5**	8.33%	$ 683,500	$ 481,500	**$ 1,165,000**	8.76%	0.04%	0.03%
CONDO	NA31	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA31	ROYAL_SH	5	2	**7**	11.67%	$ 1,282,900	$ 690,000	**$ 1,972,900**	14.83%	0.06%	0.05%
CONDO	NA31	WOOD	1	1	**2**	3.33%	$ 170,000	$ 149,900	**$ 319,900**	2.40%	0.01%	0.01%
CONDO	NA31	X-OTHER	19	18	**37**	61.67%	$ 4,198,200	$ 3,821,800	**$ 8,020,000**	60.27%	0.25%	0.25%
CONDO	**NA31**		30	30	**60**	**100.00%**	$ 6,653,100	$ 6,653,100	**$ 13,306,200**	**100.00%**	**0.42%**	**0.41%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA21	BHHS	15	9	**24**	8.22%	$ 4,111,250	$ 2,659,000	**$ 6,770,250**	9.46%	0.26%	0.10%
CONDO	NA21	CBRR	1	1	**2**	0.68%	$ 380,000	$ 225,000	**$ 605,000**	0.85%	0.02%	0.01%
CONDO	NA21	DNFR	16	18	**34**	11.64%	$ 4,473,900	$ 3,919,900	**$ 8,393,800**	11.73%	0.33%	0.12%
CONDO	NA21	KW_ELITE		1	**1**	0.34%		$ 195,000	**$ 195,000**	0.27%	0.01%	0.00%
CONDO	NA21	PREM_PLUS	5	14	**19**	6.51%	$ 997,900	$ 3,365,724	**$ 4,363,624**	6.10%	0.17%	0.06%
CONDO	NA21	PREM_SOTH	3	3	**6**	2.05%	$ 928,500	$ 646,100	**$ 1,574,600**	2.20%	0.06%	0.02%
CONDO	NA21	ROYAL_SH		1	**1**	0.34%		$ 322,500	**$ 322,500**	0.45%	0.01%	0.00%
CONDO	NA21	WOOD	12	11	**23**	7.88%	$ 2,794,500	$ 2,763,500	**$ 5,558,000**	7.76%	0.22%	0.08%
CONDO	NA21	X-OTHER	94	88	**182**	62.33%	$ 22,105,136	$ 21,694,462	**$ 43,799,598**	61.19%	1.70%	0.65%
CONDO	**NA21**		146	146	**292**	**100.00%**	$ 35,791,186	$ 35,791,186	**$ 71,582,372**	**100.00%**	**2.77%**	**1.06%**
CONDO	NA22	BHHS	9	8	**17**	9.34%	$ 2,334,000	$ 2,371,500	**$ 4,705,500**	10.75%	0.18%	0.07%
CONDO	NA22	CBRR	4	3	**7**	3.85%	$ 1,122,250	$ 850,000	**$ 1,972,250**	4.51%	0.08%	0.03%
CONDO	NA22	DNFR	14	7	**21**	11.54%	$ 2,806,551	$ 1,647,051	**$ 4,453,602**	10.18%	0.17%	0.07%
CONDO	NA22	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA22	PREM_PLUS	7	5	**12**	6.59%	$ 1,585,900	$ 1,279,000	**$ 2,864,900**	6.55%	0.11%	0.04%
CONDO	NA22	PREM_SOTH	1	1	**2**	1.10%	$ 285,000	$ 275,000	**$ 560,000**	1.28%	0.02%	0.01%
CONDO	NA22	ROYAL_SH		3	**3**	1.65%		$ 755,500	**$ 755,500**	1.73%	0.03%	0.01%
CONDO	NA22	WOOD	9	9	**18**	9.89%	$ 2,421,000	$ 2,701,025	**$ 5,122,025**	11.70%	0.20%	0.08%
CONDO	NA22	X-OTHER	47	55	**102**	56.04%	$ 11,325,574	$ 12,001,199	**$ 23,326,773**	53.31%	0.90%	0.35%
CONDO	**NA22**		91	91	**182**	**100.00%**	$ 21,880,275	$ 21,880,275	**$ 43,760,550**	**100.00%**	**1.70%**	**0.65%**
CONDO	NA23	BHHS			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	CBRR			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	DNFR			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	KW_ELITE			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	PREM_PLUS			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	PREM_SOTH			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	ROYAL_SH			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	WOOD			**0**				**$ -**		0.00%	0.00%
CONDO	NA23	X-OTHER			**0**				**$ -**		0.00%	0.00%
CONDO	**NA23**				**0**	**0.00%**			**$ -**	**0.00%**	**0.00%**	**0.00%**
CONDO	NA24	BHHS	1	1	**2**	3.45%	$ 95,500	$ 85,000	**$ 180,500**	3.16%	0.01%	0.00%
CONDO	NA24	CBRR		1	**1**	1.72%		$ 95,000	**$ 95,000**	1.66%	0.00%	0.00%
CONDO	NA24	DNFR	2	1	**3**	5.17%	$ 192,500	$ 81,000	**$ 273,500**	4.79%	0.01%	0.00%
CONDO	NA24	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA24	PREM_PLUS	1		**1**	1.72%	$ 95,000		**$ 95,000**	1.66%	0.00%	0.00%
CONDO	NA24	PREM_SOTH		2	**2**	3.45%		$ 224,300	**$ 224,300**	3.93%	0.01%	0.00%
CONDO	NA24	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA24	WOOD	3		**3**	5.17%	$ 356,800		**$ 356,800**	6.25%	0.01%	0.01%
CONDO	NA24	X-OTHER	22	24	**46**	79.31%	$ 2,113,540	$ 2,368,040	**$ 4,481,580**	78.53%	0.17%	0.07%
CONDO	**NA24**		29	29	**58**	**100.00%**	$ 2,853,340	$ 2,853,340	**$ 5,706,680**	**100.00%**	**0.22%**	**0.08%**
CONDO	NA31	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA31	CBRR	2	1	**3**	5.17%	$ 516,000	$ 330,000	**$ 846,000**	6.10%	0.03%	0.01%
CONDO	NA31	DNFR	2	5	**7**	12.07%	$ 607,000	$ 1,193,900	**$ 1,800,900**	12.99%	0.07%	0.03%
CONDO	NA31	KW_ELITE	1	1	**2**	3.45%	$ 159,000	$ 326,000	**$ 485,000**	3.50%	0.02%	0.01%
CONDO	NA31	PREM_PLUS	1	2	**3**	5.17%	$ 150,000	$ 586,000	**$ 736,000**	5.31%	0.03%	0.01%
CONDO	NA31	PREM_SOTH	1	3	**4**	6.90%	$ 310,000	$ 595,000	**$ 905,000**	6.53%	0.04%	0.01%
CONDO	NA31	ROYAL_SH	1	1	**2**	3.45%	$ 188,000	$ 310,000	**$ 498,000**	3.59%	0.02%	0.01%
CONDO	NA31	WOOD	1	2	**3**	5.17%	$ 172,000	$ 549,000	**$ 721,000**	5.20%	0.03%	0.01%
CONDO	NA31	X-OTHER	20	14	**34**	58.62%	$ 4,829,300	$ 3,041,400	**$ 7,870,700**	56.78%	0.31%	0.12%
CONDO	**NA31**		29	29	**58**	**100.00%**	$ 6,931,300	$ 6,931,300	**$ 13,862,600**	**100.00%**	**0.54%**	**0.21%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA32	BHHS									0.00%	0.00%
CONDO	NA32	CBRR									0.00%	0.00%
CONDO	NA32	DNFR									0.00%	0.00%
CONDO	NA32	KW_ELITE									0.00%	0.00%
CONDO	NA32	PREM_PLUS									0.00%	0.00%
CONDO	NA32	PREM_SOTH									0.00%	0.00%
CONDO	NA32	ROYAL_SH									0.00%	0.00%
CONDO	NA32	WOOD									0.00%	0.00%
CONDO	NA32	X-OTHER									0.00%	0.00%
CONDO	**NA32**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA33	BHHS									0.00%	0.00%
CONDO	NA33	CBRR									0.00%	0.00%
CONDO	NA33	DNFR									0.00%	0.00%
CONDO	NA33	KW_ELITE									0.00%	0.00%
CONDO	NA33	PREM_PLUS									0.00%	0.00%
CONDO	NA33	PREM_SOTH									0.00%	0.00%
CONDO	NA33	ROYAL_SH									0.00%	0.00%
CONDO	NA33	WOOD									0.00%	0.00%
CONDO	NA33	X-OTHER									0.00%	0.00%
CONDO	**NA33**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA34	BHHS									0.00%	0.00%
CONDO	NA34	CBRR									0.00%	0.00%
CONDO	NA34	DNFR									0.00%	0.00%
CONDO	NA34	KW_ELITE									0.00%	0.00%
CONDO	NA34	PREM_PLUS									0.00%	0.00%
CONDO	NA34	PREM_SOTH									0.00%	0.00%
CONDO	NA34	ROYAL_SH									0.00%	0.00%
CONDO	NA34	WOOD									0.00%	0.00%
CONDO	NA34	X-OTHER									0.00%	0.00%
CONDO	**NA34**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA35	BHHS									0.00%	0.00%
CONDO	NA35	CBRR									0.00%	0.00%
CONDO	NA35	DNFR									0.00%	0.00%
CONDO	NA35	KW_ELITE									0.00%	0.00%
CONDO	NA35	PREM_PLUS									0.00%	0.00%
CONDO	NA35	PREM_SOTH									0.00%	0.00%
CONDO	NA35	ROYAL_SH									0.00%	0.00%
CONDO	NA35	WOOD									0.00%	0.00%
CONDO	NA35	X-OTHER									0.00%	0.00%
CONDO	**NA35**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA36	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	DNFR				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	PREM_PLUS		1	**1**	12.50%		$ 35,000	**$ 35,000**	3.49%	0.00%	0.01%
CONDO	NA36	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA36	WOOD	2	2	**4**	50.00%	$ 428,000	$ 428,000	**$ 856,000**	85.26%	0.03%	0.03%
CONDO	NA36	X-OTHER	2	1	**3**	37.50%	$ 74,000	$ 39,000	**$ 113,000**	11.25%	0.00%	0.02%
CONDO	**NA36**		4	4	**8**	**100.00%**	$ 502,000	$ 502,000	**$ 1,004,000**	**100.00%**	**0.03%**	**0.05%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA32	BHHS			0				$ -		0.00%	0.00%
CONDO	NA32	CBRR			0				$ -		0.00%	0.00%
CONDO	NA32	DNFR			0				$ -		0.00%	0.00%
CONDO	NA32	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA32	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA32	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA32	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA32	WOOD			0				$ -		0.00%	0.00%
CONDO	NA32	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA32**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA33	BHHS			0				$ -		0.00%	0.00%
CONDO	NA33	CBRR			0				$ -		0.00%	0.00%
CONDO	NA33	DNFR			0				$ -		0.00%	0.00%
CONDO	NA33	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA33	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA33	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA33	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA33	WOOD			0				$ -		0.00%	0.00%
CONDO	NA33	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA33**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA34	BHHS			0				$ -		0.00%	0.00%
CONDO	NA34	CBRR			0				$ -		0.00%	0.00%
CONDO	NA34	DNFR			0				$ -		0.00%	0.00%
CONDO	NA34	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA34	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA34	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA34	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA34	WOOD			0				$ -		0.00%	0.00%
CONDO	NA34	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA34**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA35	BHHS			0				$ -		0.00%	0.00%
CONDO	NA35	CBRR			0				$ -		0.00%	0.00%
CONDO	NA35	DNFR			0				$ -		0.00%	0.00%
CONDO	NA35	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA35	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA35	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA35	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA35	WOOD			0				$ -		0.00%	0.00%
CONDO	NA35	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA35**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA36	BHHS			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	CBRR			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	DNFR			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	PREM_PLUS			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	PREM_SOTH			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	WOOD			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA36	X-OTHER	1	1	2	100.00%	$ 45,000	$ 45,000	$ 90,000	100.00%	0.00%	0.00%
CONDO	**NA36**		1	1	2	**100.00%**	$ 45,000	$ 45,000	$ 90,000	**100.00%**	**0.00%**	**0.00%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA37	BHHS	15	15	**30**	14.02%	$ 3,229,100	$ 3,052,100	**$ 6,281,200**	12.53%	0.20%	0.21%
CONDO	NA37	CBRR	6	8	**14**	6.54%	$ 1,140,400	$ 1,837,500	**$ 2,977,900**	5.94%	0.09%	0.10%
CONDO	NA37	DNFR	6	7	**13**	6.07%	$ 1,054,577	$ 1,554,777	**$ 2,609,354**	5.20%	0.08%	0.09%
CONDO	NA37	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA37	PREM_PLUS	14	18	**32**	14.95%	$ 2,947,000	$ 4,144,400	**$ 7,091,400**	14.14%	0.22%	0.22%
CONDO	NA37	PREM_SOTH	3	5	**8**	3.74%	$ 822,500	$ 1,154,500	**$ 1,977,000**	3.94%	0.06%	0.05%
CONDO	NA37	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA37	WOOD	3	5	**8**	3.74%	$ 551,000	$ 1,233,950	**$ 1,784,950**	3.56%	0.06%	0.05%
CONDO	NA37	X-OTHER	60	49	**109**	50.93%	$ 15,327,870	$ 12,095,220	**$ 27,423,090**	54.69%	0.86%	0.75%
CONDO	**NA37**		107	107	**214**	**100.00%**	$ 25,072,447	$ 25,072,447	**$ 50,144,894**	**100.00%**	**1.57%**	**1.46%**
CONDO	NA38	BHHS	6	10	**16**	6.56%	$ 1,974,500	$ 4,118,889	**$ 6,093,389**	7.63%	0.19%	0.11%
CONDO	NA38	CBRR	9	10	**19**	7.79%	$ 2,002,750	$ 2,154,300	**$ 4,157,050**	5.21%	0.13%	0.13%
CONDO	NA38	DNFR	8	9	**17**	6.97%	$ 2,969,500	$ 3,322,250	**$ 6,291,750**	7.88%	0.20%	0.12%
CONDO	NA38	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA38	PREM_PLUS	3	16	**19**	7.79%	$ 1,100,000	$ 4,751,650	**$ 5,851,650**	7.33%	0.18%	0.13%
CONDO	NA38	PREM_SOTH	45	27	**72**	29.51%	$ 16,216,850	$ 10,039,400	**$ 26,256,250**	32.88%	0.82%	0.49%
CONDO	NA38	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA38	WOOD	2	4	**6**	2.46%	$ 641,000	$ 1,195,300	**$ 1,836,300**	2.30%	0.06%	0.04%
CONDO	NA38	X-OTHER	49	46	**95**	38.93%	$ 15,026,774	$ 14,349,585	**$ 29,376,359**	36.78%	0.92%	0.65%
CONDO	**NA38**		122	122	**244**	**100.00%**	$ 39,931,374	$ 39,931,374	**$ 79,862,748**	**100.00%**	**2.50%**	**1.67%**
CONDO	NA39	BHHS		2	**2**	3.57%		$ 616,000	**$ 616,000**	5.09%	0.02%	0.01%
CONDO	NA39	CBRR	1	1	**2**	3.57%	$ 144,000	$ 144,000	**$ 288,000**	2.38%	0.01%	0.01%
CONDO	NA39	DNFR	3	2	**5**	8.93%	$ 620,000	$ 415,000	**$ 1,035,000**	8.55%	0.03%	0.03%
CONDO	NA39	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA39	PREM_PLUS	2		**2**	3.57%	$ 804,000		**$ 804,000**	6.64%	0.03%	0.01%
CONDO	NA39	PREM_SOTH	1		**1**	1.79%	$ 360,000		**$ 360,000**	2.97%	0.01%	0.01%
CONDO	NA39	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA39	WOOD	1		**1**	1.79%	$ 50,000		**$ 50,000**	0.41%	0.00%	0.01%
CONDO	NA39	X-OTHER	20	23	**43**	76.79%	$ 4,077,750	$ 4,880,750	**$ 8,958,500**	73.97%	0.28%	0.29%
CONDO	**NA39**		28	28	**56**	**100.00%**	$ 6,055,750	$ 6,055,750	**$ 12,111,500**	**100.00%**	**0.38%**	**0.38%**
CONDO	NA41	BHHS				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	CBRR				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	DNFR				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	WOOD				0.00%				0.00%	0.00%	0.00%
CONDO	NA41	X-OTHER	1	1	**2**	100.00%	$ 360,000	$ 360,000	**$ 720,000**	100.00%	0.02%	0.01%
CONDO	**NA41**		1	1	**2**	**100.00%**	$ 360,000	$ 360,000	**$ 720,000**	**100.00%**	**0.02%**	**0.01%**
CONDO	NA42	BHHS									0.00%	0.00%
CONDO	NA42	CBRR									0.00%	0.00%
CONDO	NA42	DNFR									0.00%	0.00%
CONDO	NA42	KW_ELITE									0.00%	0.00%
CONDO	NA42	PREM_PLUS									0.00%	0.00%
CONDO	NA42	PREM_SOTH									0.00%	0.00%
CONDO	NA42	ROYAL_SH									0.00%	0.00%
CONDO	NA42	WOOD									0.00%	0.00%
CONDO	NA42	X-OTHER									0.00%	0.00%
CONDO	**NA42**					**0.00%**				**0.00%**	**0.00%**	**0.00%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA37	BHHS		2	**2**	1.54%		$ 640,000	**$ 640,000**	1.76%	0.02%	0.01%
CONDO	NA37	CBRR	8	1	**9**	6.92%	$ 1,855,200	$ 357,500	**$ 2,212,700**	6.07%	0.09%	0.03%
CONDO	NA37	DNFR	3	4	**7**	5.38%	$ 900,000	$ 951,700	**$ 1,851,700**	5.08%	0.07%	0.03%
CONDO	NA37	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA37	PREM_PLUS	6	8	**14**	10.77%	$ 1,516,500	$ 2,151,640	**$ 3,668,140**	10.06%	0.14%	0.05%
CONDO	NA37	PREM_SOTH	2	2	**4**	3.08%	$ 533,000	$ 630,000	**$ 1,163,000**	3.19%	0.05%	0.02%
CONDO	NA37	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA37	WOOD	1		**1**	0.77%	$ 257,500		**$ 257,500**	0.71%	0.01%	0.00%
CONDO	NA37	X-OTHER	45	48	**93**	71.54%	$ 13,164,735	$ 13,496,095	**$ 26,660,830**	73.14%	1.03%	0.39%
CONDO	**NA37**		65	65	**130**	**100.00%**	$ 18,226,935	$ 18,226,935	**$ 36,453,870**	**100.00%**	**1.41%**	**0.54%**
CONDO	NA38	BHHS	9	8	**17**	8.33%	$ 2,834,100	$ 1,889,400	**$ 4,723,500**	7.67%	0.18%	0.07%
CONDO	NA38	CBRR	7	5	**12**	5.88%	$ 1,392,400	$ 1,113,900	**$ 2,506,300**	4.07%	0.10%	0.04%
CONDO	NA38	DNFR	5	6	**11**	5.39%	$ 1,757,500	$ 2,125,000	**$ 3,882,500**	6.30%	0.15%	0.06%
CONDO	NA38	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA38	PREM_PLUS	6	11	**17**	8.33%	$ 1,303,000	$ 2,836,000	**$ 4,139,000**	6.72%	0.16%	0.06%
CONDO	NA38	PREM_SOTH	22	12	**34**	16.67%	$ 7,241,500	$ 4,005,100	**$ 11,246,600**	18.25%	0.44%	0.17%
CONDO	NA38	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA38	WOOD	8	3	**11**	5.39%	$ 2,281,777	$ 1,061,000	**$ 3,342,777**	5.43%	0.13%	0.05%
CONDO	NA38	X-OTHER	45	57	**102**	50.00%	$ 13,994,425	$ 17,774,302	**$ 31,768,727**	51.56%	1.23%	0.47%
CONDO	**NA38**		102	102	**204**	**100.00%**	$ 30,804,702	$ 30,804,702	**$ 61,609,404**	**100.00%**	**2.39%**	**0.91%**
CONDO	NA39	BHHS	2	2	**4**	8.33%	$ 458,000	$ 625,000	**$ 1,083,000**	9.67%	0.04%	0.02%
CONDO	NA39	CBRR	1	2	**3**	6.25%	$ 215,000	$ 440,000	**$ 655,000**	5.85%	0.03%	0.01%
CONDO	NA39	DNFR		3	**3**	6.25%		$ 572,000	**$ 572,000**	5.11%	0.02%	0.01%
CONDO	NA39	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA39	PREM_PLUS	1		**1**	2.08%	$ 325,000		**$ 325,000**	2.90%	0.01%	0.00%
CONDO	NA39	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA39	ROYAL_SH		1	**1**	2.08%		$ 215,000	**$ 215,000**	1.92%	0.01%	0.00%
CONDO	NA39	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
CONDO	NA39	X-OTHER	20	16	**36**	75.00%	$ 4,602,900	$ 3,748,900	**$ 8,351,800**	74.56%	0.32%	0.12%
CONDO	**NA39**		24	24	**48**	**100.00%**	$ 5,600,900	$ 5,600,900	**$ 11,201,800**	**100.00%**	**0.43%**	**0.17%**
CONDO	NA41	BHHS			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	CBRR			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	DNFR			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	KW_ELITE			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	PREM_PLUS			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	PREM_SOTH			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	ROYAL_SH			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	WOOD			**0**				**$ -**		0.00%	0.00%
CONDO	NA41	X-OTHER			**0**				**$ -**		0.00%	0.00%
CONDO	**NA41**				**0**	**0.00%**			**$ -**	**0.00%**	**0.00%**	**0.00%**
CONDO	NA42	BHHS			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	CBRR			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	DNFR			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	KW_ELITE			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	PREM_PLUS			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	PREM_SOTH			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	ROYAL_SH			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	WOOD			**0**				**$ -**		0.00%	0.00%
CONDO	NA42	X-OTHER			**0**				**$ -**		0.00%	0.00%
CONDO	**NA42**				**0**	**0.00%**			**$ -**	**0.00%**	**0.00%**	**0.00%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA43	BHHS									0.00%	0.00%
CONDO	NA43	CBRR									0.00%	0.00%
CONDO	NA43	DNFR									0.00%	0.00%
CONDO	NA43	KW_ELITE									0.00%	0.00%
CONDO	NA43	PREM_PLUS									0.00%	0.00%
CONDO	NA43	PREM_SOTH									0.00%	0.00%
CONDO	NA43	ROYAL_SH									0.00%	0.00%
CONDO	NA43	WOOD									0.00%	0.00%
CONDO	NA43	X-OTHER									0.00%	0.00%
CONDO	**NA43**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA44	BHHS									0.00%	0.00%
CONDO	NA44	CBRR									0.00%	0.00%
CONDO	NA44	DNFR									0.00%	0.00%
CONDO	NA44	KW_ELITE									0.00%	0.00%
CONDO	NA44	PREM_PLUS									0.00%	0.00%
CONDO	NA44	PREM_SOTH									0.00%	0.00%
CONDO	NA44	ROYAL_SH									0.00%	0.00%
CONDO	NA44	WOOD									0.00%	0.00%
CONDO	NA44	X-OTHER									0.00%	0.00%
CONDO	**NA44**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA45	BHHS									0.00%	0.00%
CONDO	NA45	CBRR									0.00%	0.00%
CONDO	NA45	DNFR									0.00%	0.00%
CONDO	NA45	KW_ELITE									0.00%	0.00%
CONDO	NA45	PREM_PLUS									0.00%	0.00%
CONDO	NA45	PREM_SOTH									0.00%	0.00%
CONDO	NA45	ROYAL_SH									0.00%	0.00%
CONDO	NA45	WOOD									0.00%	0.00%
CONDO	NA45	X-OTHER									0.00%	0.00%
CONDO	**NA45**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA46	BHHS									0.00%	0.00%
CONDO	NA46	CBRR									0.00%	0.00%
CONDO	NA46	DNFR									0.00%	0.00%
CONDO	NA46	KW_ELITE									0.00%	0.00%
CONDO	NA46	PREM_PLUS									0.00%	0.00%
CONDO	NA46	PREM_SOTH									0.00%	0.00%
CONDO	NA46	ROYAL_SH									0.00%	0.00%
CONDO	NA46	WOOD									0.00%	0.00%
CONDO	NA46	X-OTHER									0.00%	0.00%
CONDO	**NA46**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA47	BHHS									0.00%	0.00%
CONDO	NA47	CBRR									0.00%	0.00%
CONDO	NA47	DNFR									0.00%	0.00%
CONDO	NA47	KW_ELITE									0.00%	0.00%
CONDO	NA47	PREM_PLUS									0.00%	0.00%
CONDO	NA47	PREM_SOTH									0.00%	0.00%
CONDO	NA47	ROYAL_SH									0.00%	0.00%
CONDO	NA47	WOOD									0.00%	0.00%
CONDO	NA47	X-OTHER									0.00%	0.00%
CONDO	**NA47**					**0.00%**				**0.00%**	**0.00%**	**0.00%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA43	BHHS			0				$ -		0.00%	0.00%
CONDO	NA43	CBRR			0				$ -		0.00%	0.00%
CONDO	NA43	DNFR			0				$ -		0.00%	0.00%
CONDO	NA43	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA43	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA43	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA43	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA43	WOOD			0				$ -		0.00%	0.00%
CONDO	NA43	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA43**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA44	BHHS			0				$ -		0.00%	0.00%
CONDO	NA44	CBRR			0				$ -		0.00%	0.00%
CONDO	NA44	DNFR			0				$ -		0.00%	0.00%
CONDO	NA44	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA44	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA44	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA44	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA44	WOOD			0				$ -		0.00%	0.00%
CONDO	NA44	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA44**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA45	BHHS			0				$ -		0.00%	0.00%
CONDO	NA45	CBRR			0				$ -		0.00%	0.00%
CONDO	NA45	DNFR			0				$ -		0.00%	0.00%
CONDO	NA45	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA45	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA45	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA45	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA45	WOOD			0				$ -		0.00%	0.00%
CONDO	NA45	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA45**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA46	BHHS			0				$ -		0.00%	0.00%
CONDO	NA46	CBRR			0				$ -		0.00%	0.00%
CONDO	NA46	DNFR			0				$ -		0.00%	0.00%
CONDO	NA46	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA46	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA46	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA46	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA46	WOOD			0				$ -		0.00%	0.00%
CONDO	NA46	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA46**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA47	BHHS			0				$ -		0.00%	0.00%
CONDO	NA47	CBRR			0				$ -		0.00%	0.00%
CONDO	NA47	DNFR			0				$ -		0.00%	0.00%
CONDO	NA47	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA47	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA47	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA47	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA47	WOOD			0				$ -		0.00%	0.00%
CONDO	NA47	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA47**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA48	BHHS									0.00%	0.00%
CONDO	NA48	CBRR									0.00%	0.00%
CONDO	NA48	DNFR									0.00%	0.00%
CONDO	NA48	KW_ELITE									0.00%	0.00%
CONDO	NA48	PREM_PLUS									0.00%	0.00%
CONDO	NA48	PREM_SOTH									0.00%	0.00%
CONDO	NA48	ROYAL_SH									0.00%	0.00%
CONDO	NA48	WOOD									0.00%	0.00%
CONDO	NA48	X-OTHER									0.00%	0.00%
CONDO	**NA48**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
CONDO	NA50	BHHS		1	**1**	4.55%		$ 161,225	**$ 161,225**	3.80%	0.01%	0.01%
CONDO	NA50	CBRR	1	1	**2**	9.09%	$ 260,000	$ 237,900	**$ 497,900**	11.73%	0.02%	0.01%
CONDO	NA50	DNFR				0.00%				0.00%	0.00%	0.00%
CONDO	NA50	KW_ELITE				0.00%				0.00%	0.00%	0.00%
CONDO	NA50	PREM_PLUS		1	**1**	4.55%		$ 130,000	**$ 130,000**	3.06%	0.00%	0.01%
CONDO	NA50	PREM_SOTH		1	**1**	4.55%		$ 165,000	**$ 165,000**	3.89%	0.01%	0.01%
CONDO	NA50	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
CONDO	NA50	WOOD	1	1	**2**	9.09%	$ 227,500	$ 284,000	**$ 511,500**	12.05%	0.02%	0.01%
CONDO	NA50	X-OTHER	9	6	**15**	68.18%	$ 1,635,525	$ 1,144,900	**$ 2,780,425**	65.48%	0.09%	0.10%
CONDO	**NA50**		11	11	**22**	**100.00%**	$ 2,123,025	$ 2,123,025	**$ 4,246,050**	**100.00%**	**0.13%**	**0.15%**
CONDO			**3,982**	**3,982**	**7,964**		**$ 1,595,149,280**	**$ 1,595,149,280**	**$ 3,190,298,559**		**100.00%**	**54.46%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
CONDO	NA48	BHHS			0				$ -		0.00%	0.00%
CONDO	NA48	CBRR			0				$ -		0.00%	0.00%
CONDO	NA48	DNFR			0				$ -		0.00%	0.00%
CONDO	NA48	KW_ELITE			0				$ -		0.00%	0.00%
CONDO	NA48	PREM_PLUS			0				$ -		0.00%	0.00%
CONDO	NA48	PREM_SOTH			0				$ -		0.00%	0.00%
CONDO	NA48	ROYAL_SH			0				$ -		0.00%	0.00%
CONDO	NA48	WOOD			0				$ -		0.00%	0.00%
CONDO	NA48	X-OTHER			0				$ -		0.00%	0.00%
CONDO	**NA48**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
CONDO	NA50	BHHS			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	CBRR			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	DNFR			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	PREM_PLUS			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	PREM_SOTH			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	WOOD			0	0.00%			$ -	0.00%	0.00%	0.00%
CONDO	NA50	X-OTHER	2	2	4	100.00%	$ 250,000	$ 250,000	$ 500,000	100.00%	0.02%	0.01%
CONDO	**NA50**		2	2	4	**100.00%**	$ 250,000	$ 250,000	$ 500,000	**100.00%**	**0.02%**	**0.01%**
CONDO			**3,220**	**3,220**	**6,440**		**$ 1,289,819,422**	**$ 1,289,819,422**	**$ 2,579,638,844**		**100.00%**	**38.17%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN01	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	CBRR	3	1	**4**	18.18%	$ 13,900,000	$ 5,300,000	**$ 19,200,000**	31.85%	0.41%	0.03%
Single Family	BN01	DNFR				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	BN01	WOOD		1	**1**	4.55%		$ 2,750,000	**$ 2,750,000**	4.56%	0.06%	0.01%
Single Family	BN01	X-OTHER	8	9	**17**	77.27%	$ 16,240,000	$ 22,090,000	**$ 38,330,000**	63.59%	0.82%	0.12%
Single Family	**BN01**		11	11	**22**	**100.00%**	$ 30,140,000	$ 30,140,000	**$ 60,280,000**	**100.00%**	**1.29%**	**0.15%**
Single Family	BN02	BHHS	1	1	**2**	2.94%	$ 515,000	$ 515,000	**$ 1,030,000**	3.17%	0.02%	0.01%
Single Family	BN02	CBRR	5	4	**9**	13.24%	$ 4,485,000	$ 3,335,500	**$ 7,820,500**	24.05%	0.17%	0.06%
Single Family	BN02	DNFR	5	1	**6**	8.82%	$ 2,077,500	$ 155,000	**$ 2,232,500**	6.86%	0.05%	0.04%
Single Family	BN02	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	BN02	PREM_PLUS	2	2	**4**	5.88%	$ 1,259,000	$ 1,060,000	**$ 2,319,000**	7.13%	0.05%	0.03%
Single Family	BN02	PREM_SOTH	1	2	**3**	4.41%	$ 700,000	$ 1,700,000	**$ 2,400,000**	7.38%	0.05%	0.02%
Single Family	BN02	ROYAL_SH	3	1	**4**	5.88%	$ 1,358,000	$ 543,000	**$ 1,901,000**	5.85%	0.04%	0.03%
Single Family	BN02	WOOD	2	1	**3**	4.41%	$ 434,500	$ 92,500	**$ 527,000**	1.62%	0.01%	0.02%
Single Family	BN02	X-OTHER	15	22	**37**	54.41%	$ 5,432,500	$ 8,860,500	**$ 14,293,000**	43.95%	0.31%	0.25%
Single Family	**BN02**		34	34	**68**	**100.00%**	$ 16,261,500	$ 16,261,500	**$ 32,523,000**	**100.00%**	**0.69%**	**0.46%**
Single Family	BN03	BHHS	1	1	**2**	1.82%	$ 560,000	$ 509,000	**$ 1,069,000**	1.12%	0.02%	0.01%
Single Family	BN03	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	BN03	DNFR	5	7	**12**	10.91%	$ 3,017,500	$ 4,002,000	**$ 7,019,500**	7.35%	0.15%	0.08%
Single Family	BN03	KW_ELITE	15	10	**25**	22.73%	$ 11,842,100	$ 8,453,100	**$ 20,295,200**	21.26%	0.43%	0.17%
Single Family	BN03	PREM_PLUS		1	**1**	0.91%		$ 650,000	**$ 650,000**	0.68%	0.01%	0.01%
Single Family	BN03	PREM_SOTH	7	8	**15**	13.64%	$ 6,888,000	$ 8,286,500	**$ 15,174,500**	15.89%	0.32%	0.10%
Single Family	BN03	ROYAL_SH	14	15	**29**	26.36%	$ 15,539,000	$ 15,314,000	**$ 30,853,000**	32.32%	0.66%	0.20%
Single Family	BN03	WOOD	2	4	**6**	5.45%	$ 2,367,000	$ 3,193,500	**$ 5,560,500**	5.82%	0.12%	0.04%
Single Family	BN03	X-OTHER	11	9	**20**	18.18%	$ 7,524,000	$ 7,329,500	**$ 14,853,500**	15.56%	0.32%	0.14%
Single Family	**BN03**		55	55	**110**	**100.00%**	$ 47,737,600	$ 47,737,600	**$ 95,475,200**	**100.00%**	**2.04%**	**0.75%**
Single Family	BN04	BHHS		1	**1**	1.02%		$ 684,000	**$ 684,000**	0.63%	0.01%	0.01%
Single Family	BN04	CBRR		1	**1**	1.02%		$ 455,100	**$ 455,100**	0.42%	0.01%	0.01%
Single Family	BN04	DNFR	2	5	**7**	7.14%	$ 2,335,000	$ 4,038,500	**$ 6,373,500**	5.85%	0.14%	0.05%
Single Family	BN04	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	BN04	PREM_PLUS		2	**2**	2.04%		$ 3,300,000	**$ 3,300,000**	3.03%	0.07%	0.01%
Single Family	BN04	PREM_SOTH	8	13	**21**	21.43%	$ 11,004,900	$ 14,417,000	**$ 25,421,900**	23.32%	0.54%	0.14%
Single Family	BN04	ROYAL_SH	23	14	**37**	37.76%	$ 26,067,500	$ 18,718,900	**$ 44,786,400**	41.08%	0.96%	0.25%
Single Family	BN04	WOOD	14	7	**21**	21.43%	$ 13,171,100	$ 8,090,000	**$ 21,261,100**	19.50%	0.45%	0.14%
Single Family	BN04	X-OTHER	2	6	**8**	8.16%	$ 1,935,000	$ 4,810,000	**$ 6,745,000**	6.19%	0.14%	0.05%
Single Family	**BN04**		49	49	**98**	**100.00%**	$ 54,513,500	$ 54,513,500	**$ 109,027,000**	**100.00%**	**2.33%**	**0.67%**
Single Family	BN05	BHHS	5	4	**9**	9.38%	$ 4,865,000	$ 3,119,000	**$ 7,984,000**	8.33%	0.17%	0.06%
Single Family	BN05	CBRR		1	**1**	1.04%		$ 716,161	**$ 716,161**	0.75%	0.02%	0.01%
Single Family	BN05	DNFR	3	9	**12**	12.50%	$ 6,420,000	$ 9,535,500	**$ 15,955,500**	16.65%	0.34%	0.08%
Single Family	BN05	KW_ELITE	8	4	**12**	12.50%	$ 8,404,000	$ 4,094,000	**$ 12,498,000**	13.04%	0.27%	0.08%
Single Family	BN05	PREM_PLUS	1		**1**	1.04%	$ 580,000		**$ 580,000**	0.61%	0.01%	0.01%
Single Family	BN05	PREM_SOTH	9	5	**14**	14.58%	$ 7,238,950	$ 3,995,950	**$ 11,234,900**	11.72%	0.24%	0.10%
Single Family	BN05	ROYAL_SH	3	4	**7**	7.29%	$ 1,980,000	$ 3,847,500	**$ 5,827,500**	6.08%	0.12%	0.05%
Single Family	BN05	WOOD	10	11	**21**	21.88%	$ 10,594,000	$ 10,785,000	**$ 21,379,000**	22.31%	0.46%	0.14%
Single Family	BN05	X-OTHER	9	10	**19**	19.79%	$ 7,831,361	$ 11,820,200	**$ 19,651,561**	20.51%	0.42%	0.13%
Single Family	**BN05**		48	48	**96**	**100.00%**	$ 47,913,311	$ 47,913,311	**$ 95,826,622**	**100.00%**	**2.05%**	**0.66%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN01	BHHS			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	CBRR	1	2	3	18.75%	$ 1,375,000	$ 6,345,000	$ 7,720,000	26.25%	0.18%	0.11%
Single Family	BN01	DNFR			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	PREM_PLUS			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	PREM_SOTH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	WOOD			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN01	X-OTHER	7	6	13	81.25%	$ 13,330,000	$ 8,360,000	$ 21,690,000	73.75%	0.52%	0.32%
Single Family	**BN01**		8	8	**16**	**100.00%**	$ 14,705,000	$ 14,705,000	$ 29,410,000	**100.00%**	**0.70%**	**0.44%**
Single Family	BN02	BHHS	2	2	4	7.69%	$ 1,169,000	$ 1,036,000	$ 2,205,000	7.07%	0.05%	0.03%
Single Family	BN02	CBRR	2	3	5	9.62%	$ 604,000	$ 1,864,000	$ 2,468,000	7.92%	0.06%	0.04%
Single Family	BN02	DNFR	5	4	9	17.31%	$ 3,151,900	$ 1,927,000	$ 5,078,900	16.29%	0.12%	0.08%
Single Family	BN02	KW_ELITE	1		1	1.92%	$ 600,000		$ 600,000	1.92%	0.01%	0.01%
Single Family	BN02	PREM_PLUS	2	1	3	5.77%	$ 625,000	$ 338,000	$ 963,000	3.09%	0.02%	0.01%
Single Family	BN02	PREM_SOTH	1		1	1.92%	$ 415,000		$ 415,000	1.33%	0.01%	0.01%
Single Family	BN02	ROYAL_SH	1	1	2	3.85%	$ 305,000	$ 305,000	$ 610,000	1.96%	0.01%	0.01%
Single Family	BN02	WOOD	1	2	3	5.77%	$ 599,900	$ 2,899,900	$ 3,499,800	11.22%	0.08%	0.05%
Single Family	BN02	X-OTHER	11	13	24	46.15%	$ 8,119,900	$ 7,219,800	$ 15,339,700	49.20%	0.37%	0.23%
Single Family	**BN02**		26	26	**52**	**100.00%**	$ 15,589,700	$ 15,589,700	$ 31,179,400	**100.00%**	**0.75%**	**0.46%**
Single Family	BN03	BHHS			0				$ -		0.00%	0.00%
Single Family	BN03	CBRR			0				$ -		0.00%	0.00%
Single Family	BN03	DNFR			0				$ -		0.00%	0.00%
Single Family	BN03	KW_ELITE			0				$ -		0.00%	0.00%
Single Family	BN03	PREM_PLUS			0				$ -		0.00%	0.00%
Single Family	BN03	PREM_SOTH			0				$ -		0.00%	0.00%
Single Family	BN03	ROYAL_SH			0				$ -		0.00%	0.00%
Single Family	BN03	WOOD			0				$ -		0.00%	0.00%
Single Family	BN03	X-OTHER			0				$ -		0.00%	0.00%
Single Family	**BN03**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
Single Family	BN04	BHHS			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN04	CBRR		1	1	1.28%		$ 1,030,000	$ 1,030,000	1.18%	0.02%	0.02%
Single Family	BN04	DNFR	3		3	3.85%	$ 1,532,500		$ 1,532,500	1.76%	0.04%	0.02%
Single Family	BN04	KW_ELITE	1		1	1.28%	$ 625,000		$ 625,000	0.72%	0.01%	0.01%
Single Family	BN04	PREM_PLUS			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN04	PREM_SOTH	2	4	6	7.69%	$ 2,300,000	$ 6,425,000	$ 8,725,000	10.00%	0.21%	0.13%
Single Family	BN04	ROYAL_SH	8	8	16	20.51%	$ 10,395,000	$ 11,404,000	$ 21,799,000	24.99%	0.52%	0.32%
Single Family	BN04	WOOD	22	16	38	48.72%	$ 24,184,000	$ 11,392,500	$ 35,576,500	40.79%	0.85%	0.53%
Single Family	BN04	X-OTHER	3	10	13	16.67%	$ 4,571,340	$ 13,356,340	$ 17,927,680	20.56%	0.43%	0.27%
Single Family	**BN04**		39	39	**78**	**100.00%**	$ 43,607,840	$ 43,607,840	$ 87,215,680	**100.00%**	**2.09%**	**1.29%**
Single Family	BN05	BHHS	8	5	13	16.67%	$ 10,427,500	$ 4,556,890	$ 14,984,390	17.81%	0.36%	0.22%
Single Family	BN05	CBRR		1	1	1.28%		$ 1,125,000	$ 1,125,000	1.34%	0.03%	0.02%
Single Family	BN05	DNFR	8	6	14	17.95%	$ 6,801,500	$ 9,640,000	$ 16,441,500	19.54%	0.39%	0.24%
Single Family	BN05	KW_ELITE	7	7	14	17.95%	$ 10,230,000	$ 10,110,575	$ 20,340,575	24.18%	0.49%	0.30%
Single Family	BN05	PREM_PLUS	2		2	2.56%	$ 1,412,500		$ 1,412,500	1.68%	0.03%	0.02%
Single Family	BN05	PREM_SOTH	4	4	8	10.26%	$ 3,400,000	$ 3,440,000	$ 6,840,000	8.13%	0.16%	0.10%
Single Family	BN05	ROYAL_SH		3	3	3.85%		$ 2,032,500	$ 2,032,500	2.42%	0.05%	0.03%
Single Family	BN05	WOOD	2	7	9	11.54%	$ 1,795,000	$ 6,608,660	$ 8,403,660	9.99%	0.20%	0.12%
Single Family	BN05	X-OTHER	8	6	14	17.95%	$ 7,996,625	$ 4,549,500	$ 12,546,125	14.91%	0.30%	0.19%
Single Family	**BN05**		39	39	**78**	**100.00%**	$ 42,063,125	$ 42,063,125	$ 84,126,250	**100.00%**	**2.01%**	**1.24%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN06	BHHS	2	2	**4**	4.35%	$ 501,000	$ 760,000	**$ 1,261,000**	4.32%	0.03%	0.03%
Single Family	BN06	CBRR	2	2	**4**	4.35%	$ 529,000	$ 873,000	**$ 1,402,000**	4.81%	0.03%	0.03%
Single Family	BN06	DNFR	9	8	**17**	18.48%	$ 3,078,500	$ 2,720,600	**$ 5,799,100**	19.89%	0.12%	0.12%
Single Family	BN06	KW_ELITE	2	2	**4**	4.35%	$ 739,000	$ 734,000	**$ 1,473,000**	5.05%	0.03%	0.03%
Single Family	BN06	PREM_PLUS	3	1	**4**	4.35%	$ 1,066,000	$ 179,000	**$ 1,245,000**	4.27%	0.03%	0.03%
Single Family	BN06	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	BN06	ROYAL_SH	4	3	**7**	7.61%	$ 1,542,500	$ 989,500	**$ 2,532,000**	8.68%	0.05%	0.05%
Single Family	BN06	WOOD	2	2	**4**	4.35%	$ 659,900	$ 536,000	**$ 1,195,900**	4.10%	0.03%	0.03%
Single Family	BN06	X-OTHER	22	26	**48**	52.17%	$ 6,465,100	$ 7,788,900	**$ 14,254,000**	48.88%	0.30%	0.33%
Single Family	**BN06**		46	46	**92**	**100.00%**	$ 14,581,000	$ 14,581,000	**$ 29,162,000**	**100.00%**	**0.62%**	**0.63%**
Single Family	BN07	BHHS	3	1	**4**	9.52%	$ 1,163,000	$ 382,000	**$ 1,545,000**	12.16%	0.03%	0.03%
Single Family	BN07	CBRR		2	**2**	4.76%		$ 720,000	**$ 720,000**	5.67%	0.02%	0.01%
Single Family	BN07	DNFR	2	3	**5**	11.90%	$ 657,000	$ 987,000	**$ 1,644,000**	12.94%	0.04%	0.03%
Single Family	BN07	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	BN07	PREM_PLUS		2	**2**	4.76%		$ 710,200	**$ 710,200**	5.59%	0.02%	0.01%
Single Family	BN07	PREM_SOTH		2	**2**	4.76%		$ 778,000	**$ 778,000**	6.12%	0.02%	0.01%
Single Family	BN07	ROYAL_SH	3	1	**4**	9.52%	$ 833,900	$ 177,000	**$ 1,010,900**	7.96%	0.02%	0.03%
Single Family	BN07	WOOD				0.00%				0.00%	0.00%	0.00%
Single Family	BN07	X-OTHER	13	10	**23**	54.76%	$ 3,698,801	$ 2,598,501	**$ 6,297,302**	49.56%	0.13%	0.16%
Single Family	**BN07**		21	21	**42**	**100.00%**	$ 6,352,701	$ 6,352,701	**$ 12,705,402**	**100.00%**	**0.27%**	**0.29%**
Single Family	BN08	BHHS	3	2	**5**	5.00%	$ 716,000	$ 600,000	**$ 1,316,000**	3.84%	0.03%	0.03%
Single Family	BN08	CBRR	1		**1**	1.00%	$ 635,000		**$ 635,000**	1.85%	0.01%	0.01%
Single Family	BN08	DNFR	4	8	**12**	12.00%	$ 2,613,500	$ 2,767,500	**$ 5,381,000**	15.71%	0.11%	0.08%
Single Family	BN08	KW_ELITE		4	**4**	4.00%		$ 2,155,000	**$ 2,155,000**	6.29%	0.05%	0.03%
Single Family	BN08	PREM_PLUS	1	1	**2**	2.00%	$ 202,500	$ 279,000	**$ 481,500**	1.41%	0.01%	0.01%
Single Family	BN08	PREM_SOTH	1	3	**4**	4.00%	$ 328,500	$ 1,495,000	**$ 1,823,500**	5.32%	0.04%	0.03%
Single Family	BN08	ROYAL_SH		1	**1**	1.00%		$ 172,000	**$ 172,000**	0.50%	0.00%	0.01%
Single Family	BN08	WOOD	3	4	**7**	7.00%	$ 1,670,000	$ 1,888,500	**$ 3,558,500**	10.39%	0.08%	0.05%
Single Family	BN08	X-OTHER	37	27	**64**	64.00%	$ 10,962,063	$ 7,770,563	**$ 18,732,626**	54.69%	0.40%	0.44%
Single Family	**BN08**		50	50	**100**	**100.00%**	$ 17,127,563	$ 17,127,563	**$ 34,255,126**	**100.00%**	**0.73%**	**0.68%**
Single Family	BN09	BHHS		1	**1**	1.92%		$ 395,000	**$ 395,000**	1.80%	0.01%	0.01%
Single Family	BN09	CBRR	1		**1**	1.92%	$ 430,000		**$ 430,000**	1.96%	0.01%	0.01%
Single Family	BN09	DNFR	1	2	**3**	5.77%	$ 590,000	$ 976,000	**$ 1,566,000**	7.13%	0.03%	0.02%
Single Family	BN09	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	BN09	PREM_PLUS	3	2	**5**	9.62%	$ 1,209,000	$ 665,000	**$ 1,874,000**	8.53%	0.04%	0.03%
Single Family	BN09	PREM_SOTH		1	**1**	1.92%		$ 454,000	**$ 454,000**	2.07%	0.01%	0.01%
Single Family	BN09	ROYAL_SH	7	6	**13**	25.00%	$ 3,140,000	$ 2,569,000	**$ 5,709,000**	25.99%	0.12%	0.09%
Single Family	BN09	WOOD		1	**1**	1.92%		$ 460,000	**$ 460,000**	2.09%	0.01%	0.01%
Single Family	BN09	X-OTHER	14	13	**27**	51.92%	$ 5,612,000	$ 5,462,000	**$ 11,074,000**	50.42%	0.24%	0.18%
Single Family	**BN09**		26	26	**52**	**100.00%**	$ 10,981,000	$ 10,981,000	**$ 21,962,000**	**100.00%**	**0.47%**	**0.36%**
Single Family	BN10	BHHS		1	**1**	0.68%		$ 149,000	**$ 149,000**	0.42%	0.00%	0.01%
Single Family	BN10	CBRR	7	3	**10**	6.76%	$ 1,587,954	$ 460,900	**$ 2,048,854**	5.77%	0.04%	0.07%
Single Family	BN10	DNFR	9	9	**18**	12.16%	$ 2,894,500	$ 2,746,500	**$ 5,641,000**	15.88%	0.12%	0.12%
Single Family	BN10	KW_ELITE	2	3	**5**	3.38%	$ 401,900	$ 795,000	**$ 1,196,900**	3.37%	0.03%	0.03%
Single Family	BN10	PREM_PLUS		8	**8**	5.41%		$ 1,914,500	**$ 1,914,500**	5.39%	0.04%	0.05%
Single Family	BN10	PREM_SOTH	1	4	**5**	3.38%	$ 299,000	$ 1,606,500	**$ 1,905,500**	5.36%	0.04%	0.03%
Single Family	BN10	ROYAL_SH	7	3	**10**	6.76%	$ 1,816,400	$ 580,200	**$ 2,396,600**	6.75%	0.05%	0.07%
Single Family	BN10	WOOD		5	**5**	3.38%		$ 1,140,565	**$ 1,140,565**	3.21%	0.02%	0.03%
Single Family	BN10	X-OTHER	48	38	**86**	58.11%	$ 10,761,921	$ 8,368,510	**$ 19,130,431**	53.85%	0.41%	0.59%
Single Family	**BN10**		74	74	**148**	**100.00%**	$ 17,761,675	$ 17,761,675	**$ 35,523,350**	**100.00%**	**0.76%**	**1.01%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN06	BHHS	2		**2**	2.00%	$ 869,500		**$ 869,500**	2.33%	0.02%	0.01%
Single Family	BN06	CBRR		3	**3**	3.00%		$ 1,060,500	**$ 1,060,500**	2.84%	0.03%	0.02%
Single Family	BN06	DNFR	4	4	**8**	8.00%	$ 1,694,000	$ 1,661,500	**$ 3,355,500**	8.98%	0.08%	0.05%
Single Family	BN06	KW_ELITE	6	1	**7**	7.00%	$ 1,775,500	$ 370,000	**$ 2,145,500**	5.74%	0.05%	0.03%
Single Family	BN06	PREM_PLUS	3	3	**6**	6.00%	$ 1,270,000	$ 1,101,000	**$ 2,371,000**	6.34%	0.06%	0.04%
Single Family	BN06	PREM_SOTH		2	**2**	2.00%		$ 840,000	**$ 840,000**	2.25%	0.02%	0.01%
Single Family	BN06	ROYAL_SH	2	2	**4**	4.00%	$ 585,000	$ 613,000	**$ 1,198,000**	3.20%	0.03%	0.02%
Single Family	BN06	WOOD	5	1	**6**	6.00%	$ 2,544,000	$ 260,000	**$ 2,804,000**	7.50%	0.07%	0.04%
Single Family	BN06	X-OTHER	28	34	**62**	62.00%	$ 9,952,013	$ 12,784,013	**$ 22,736,026**	60.82%	0.54%	0.34%
Single Family	**BN06**		50	50	**100**	**100.00%**	$ 18,690,013	$ 18,690,013	**$ 37,380,026**	**100.00%**	**0.89%**	**0.55%**
Single Family	BN07	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	BN07	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	BN07	DNFR	1	2	**3**	18.75%	$ 210,000	$ 1,015,000	**$ 1,225,000**	18.70%	0.03%	0.02%
Single Family	BN07	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	BN07	PREM_PLUS		1	**1**	6.25%		$ 217,450	**$ 217,450**	3.32%	0.01%	0.00%
Single Family	BN07	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	BN07	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	BN07	WOOD	2	3	**5**	31.25%	$ 860,000	$ 1,415,000	**$ 2,275,000**	34.73%	0.05%	0.03%
Single Family	BN07	X-OTHER	5	2	**7**	43.75%	$ 2,204,950	$ 627,500	**$ 2,832,450**	43.24%	0.07%	0.04%
Single Family	**BN07**		8	8	**16**	**100.00%**	$ 3,274,950	$ 3,274,950	**$ 6,549,900**	**100.00%**	**0.16%**	**0.10%**
Single Family	BN08	BHHS	2	2	**4**	4.65%	$ 401,500	$ 401,500	**$ 803,000**	3.22%	0.02%	0.01%
Single Family	BN08	CBRR	3	2	**5**	5.81%	$ 1,138,900	$ 297,000	**$ 1,435,900**	5.76%	0.03%	0.02%
Single Family	BN08	DNFR	6	3	**9**	10.47%	$ 1,933,500	$ 849,900	**$ 2,783,400**	11.16%	0.07%	0.04%
Single Family	BN08	KW_ELITE	1		**1**	1.16%	$ 254,000		**$ 254,000**	1.02%	0.01%	0.00%
Single Family	BN08	PREM_PLUS	1	6	**7**	8.14%	$ 595,000	$ 1,739,500	**$ 2,334,500**	9.36%	0.06%	0.03%
Single Family	BN08	PREM_SOTH	1	1	**2**	2.33%	$ 510,000	$ 342,500	**$ 852,500**	3.42%	0.02%	0.01%
Single Family	BN08	ROYAL_SH	2	1	**3**	3.49%	$ 448,500	$ 179,900	**$ 628,400**	2.52%	0.02%	0.01%
Single Family	BN08	WOOD	1	2	**3**	3.49%	$ 179,900	$ 849,000	**$ 1,028,900**	4.13%	0.02%	0.02%
Single Family	BN08	X-OTHER	26	26	**52**	60.47%	$ 7,006,700	$ 7,808,700	**$ 14,815,400**	59.41%	0.35%	0.22%
Single Family	**BN08**		43	43	**86**	**100.00%**	$ 12,468,000	$ 12,468,000	**$ 24,936,000**	**100.00%**	**0.60%**	**0.37%**
Single Family	BN09	BHHS	1	1	**2**	4.35%	$ 410,000	$ 365,000	**$ 775,000**	3.83%	0.02%	0.01%
Single Family	BN09	CBRR	2		**2**	4.35%	$ 917,500		**$ 917,500**	4.53%	0.02%	0.01%
Single Family	BN09	DNFR	1		**1**	2.17%	$ 499,000		**$ 499,000**	2.46%	0.01%	0.01%
Single Family	BN09	KW_ELITE	1	4	**5**	10.87%	$ 365,000	$ 1,729,052	**$ 2,094,052**	10.34%	0.05%	0.03%
Single Family	BN09	PREM_PLUS	1	4	**5**	10.87%	$ 465,000	$ 1,621,000	**$ 2,086,000**	10.30%	0.05%	0.03%
Single Family	BN09	PREM_SOTH	2	2	**4**	8.70%	$ 809,500	$ 1,104,000	**$ 1,913,500**	9.45%	0.05%	0.03%
Single Family	BN09	ROYAL_SH	4	2	**6**	13.04%	$ 1,767,500	$ 925,000	**$ 2,692,500**	13.30%	0.06%	0.04%
Single Family	BN09	WOOD	2	3	**5**	10.87%	$ 663,057	$ 1,377,500	**$ 2,040,557**	10.08%	0.05%	0.03%
Single Family	BN09	X-OTHER	9	7	**16**	34.78%	$ 4,226,495	$ 3,001,500	**$ 7,227,995**	35.70%	0.17%	0.11%
Single Family	**BN09**		23	23	**46**	**100.00%**	$ 10,123,052	$ 10,123,052	**$ 20,246,104**	**100.00%**	**0.48%**	**0.30%**
Single Family	BN10	BHHS	2	2	**4**	3.64%	$ 765,000	$ 492,499	**$ 1,257,499**	4.22%	0.03%	0.02%
Single Family	BN10	CBRR	3	1	**4**	3.64%	$ 689,000	$ 214,000	**$ 903,000**	3.03%	0.02%	0.01%
Single Family	BN10	DNFR	5	3	**8**	7.27%	$ 1,378,448	$ 712,000	**$ 2,090,448**	7.02%	0.05%	0.03%
Single Family	BN10	KW_ELITE	2	2	**4**	3.64%	$ 539,000	$ 539,000	**$ 1,078,000**	3.62%	0.03%	0.02%
Single Family	BN10	PREM_PLUS	3	5	**8**	7.27%	$ 1,140,000	$ 1,282,648	**$ 2,422,648**	8.13%	0.06%	0.04%
Single Family	BN10	PREM_SOTH		1	**1**	0.91%		$ 430,000	**$ 430,000**	1.44%	0.01%	0.01%
Single Family	BN10	ROYAL_SH		4	**4**	3.64%		$ 1,326,900	**$ 1,326,900**	4.45%	0.03%	0.02%
Single Family	BN10	WOOD	3	3	**6**	5.45%	$ 752,500	$ 981,000	**$ 1,733,500**	5.82%	0.04%	0.03%
Single Family	BN10	X-OTHER	37	34	**71**	64.55%	$ 9,628,448	$ 8,914,349	**$ 18,542,797**	62.26%	0.44%	0.27%
Single Family	**BN10**		55	55	**110**	**100.00%**	$ 14,892,396	$ 14,892,396	**$ 29,784,792**	**100.00%**	**0.71%**	**0.44%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN11	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	BN11	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	BN11	DNFR	3	4	**7**	17.50%	$ 1,815,000	$ 1,925,000	**$ 3,740,000**	11.83%	0.08%	0.05%
Single Family	BN11	KW_ELITE	2		**2**	5.00%	$ 1,410,000		**$ 1,410,000**	4.46%	0.03%	0.01%
Single Family	BN11	PREM_PLUS	3	3	**6**	15.00%	$ 1,470,000	$ 1,875,000	**$ 3,345,000**	10.58%	0.07%	0.04%
Single Family	BN11	PREM_SOTH	1		**1**	2.50%	$ 455,000		**$ 455,000**	1.44%	0.01%	0.01%
Single Family	BN11	ROYAL_SH		1	**1**	2.50%		$ 455,000	**$ 455,000**	1.44%	0.01%	0.01%
Single Family	BN11	WOOD	2	3	**5**	12.50%	$ 1,147,500	$ 2,919,271	**$ 4,066,771**	12.86%	0.09%	0.03%
Single Family	BN11	X-OTHER	9	9	**18**	45.00%	$ 9,514,226	$ 8,637,455	**$ 18,151,681**	57.40%	0.39%	0.12%
Single Family	**BN11**		20	20	**40**	**100.00%**	$ 15,811,726	$ 15,811,726	**$ 31,623,452**	**100.00%**	**0.68%**	**0.27%**
Single Family	BN12	BHHS	4	5	**9**	5.70%	$ 2,040,000	$ 2,047,000	**$ 4,087,000**	5.39%	0.09%	0.06%
Single Family	BN12	CBRR		1	**1**	0.63%		$ 400,000	**$ 400,000**	0.53%	0.01%	0.01%
Single Family	BN12	DNFR	10	9	**19**	12.03%	$ 4,234,500	$ 3,415,000	**$ 7,649,500**	10.09%	0.16%	0.13%
Single Family	BN12	KW_ELITE	2	1	**3**	1.90%	$ 615,000	$ 415,000	**$ 1,030,000**	1.36%	0.02%	0.02%
Single Family	BN12	PREM_PLUS	1	3	**4**	2.53%	$ 385,900	$ 1,185,000	**$ 1,570,900**	2.07%	0.03%	0.03%
Single Family	BN12	PREM_SOTH	2	3	**5**	3.16%	$ 913,900	$ 1,199,900	**$ 2,113,800**	2.79%	0.05%	0.03%
Single Family	BN12	ROYAL_SH	3	1	**4**	2.53%	$ 984,000	$ 425,000	**$ 1,409,000**	1.86%	0.03%	0.03%
Single Family	BN12	WOOD	18	20	**38**	24.05%	$ 10,919,000	$ 12,974,400	**$ 23,893,400**	31.50%	0.51%	0.26%
Single Family	BN12	X-OTHER	39	36	**75**	47.47%	$ 17,830,135	$ 15,861,135	**$ 33,691,270**	44.42%	0.72%	0.51%
Single Family	**BN12**		79	79	**158**	**100.00%**	$ 37,922,435	$ 37,922,435	**$ 75,844,870**	**100.00%**	**1.62%**	**1.08%**
Single Family	BN13	BHHS									0.00%	0.00%
Single Family	BN13	CBRR									0.00%	0.00%
Single Family	BN13	DNFR									0.00%	0.00%
Single Family	BN13	KW_ELITE									0.00%	0.00%
Single Family	BN13	PREM_PLUS									0.00%	0.00%
Single Family	BN13	PREM_SOTH									0.00%	0.00%
Single Family	BN13	ROYAL_SH									0.00%	0.00%
Single Family	BN13	WOOD									0.00%	0.00%
Single Family	BN13	X-OTHER									0.00%	0.00%
Single Family	**BN13**					**0.00%**				**0.00%**	**0.00%**	**0.00%**
Single Family	ES01	BHHS	4	4	**8**	8.51%	$ 2,007,000	$ 1,624,000	**$ 3,631,000**	8.56%	0.08%	0.05%
Single Family	ES01	CBRR	2	2	**4**	4.26%	$ 593,000	$ 555,000	**$ 1,148,000**	2.70%	0.02%	0.03%
Single Family	ES01	DNFR	6	9	**15**	15.96%	$ 2,173,777	$ 3,504,777	**$ 5,678,554**	13.38%	0.12%	0.10%
Single Family	ES01	KW_ELITE	1	1	**2**	2.13%	$ 485,000	$ 455,000	**$ 940,000**	2.21%	0.02%	0.01%
Single Family	ES01	PREM_PLUS	2	2	**4**	4.26%	$ 361,000	$ 951,000	**$ 1,312,000**	3.09%	0.03%	0.03%
Single Family	ES01	PREM_SOTH	1		**1**	1.06%	$ 350,000		**$ 350,000**	0.82%	0.01%	0.01%
Single Family	ES01	ROYAL_SH	3	1	**4**	4.26%	$ 1,655,000	$ 1,061,000	**$ 2,716,000**	6.40%	0.06%	0.03%
Single Family	ES01	WOOD	3	4	**7**	7.45%	$ 1,810,000	$ 2,558,000	**$ 4,368,000**	10.29%	0.09%	0.05%
Single Family	ES01	X-OTHER	25	24	**49**	52.13%	$ 11,785,775	$ 10,511,775	**$ 22,297,550**	52.54%	0.48%	0.34%
Single Family	**ES01**		47	47	**94**	**100.00%**	$ 21,220,552	$ 21,220,552	**$ 42,441,104**	**100.00%**	**0.91%**	**0.64%**
Single Family	ES02	BHHS	1	2	**3**	1.44%	$ 335,000	$ 620,000	**$ 955,000**	1.33%	0.02%	0.02%
Single Family	ES02	CBRR	1	3	**4**	1.92%	$ 464,000	$ 1,072,000	**$ 1,536,000**	2.14%	0.03%	0.03%
Single Family	ES02	DNFR	11	9	**20**	9.62%	$ 3,570,999	$ 3,275,000	**$ 6,845,999**	9.55%	0.15%	0.14%
Single Family	ES02	KW_ELITE	11	12	**23**	11.06%	$ 3,204,500	$ 3,686,500	**$ 6,891,000**	9.61%	0.15%	0.16%
Single Family	ES02	PREM_PLUS		2	**2**	0.96%		$ 1,217,571	**$ 1,217,571**	1.70%	0.03%	0.01%
Single Family	ES02	PREM_SOTH		2	**2**	0.96%		$ 566,900	**$ 566,900**	0.79%	0.01%	0.01%
Single Family	ES02	ROYAL_SH	7	8	**15**	7.21%	$ 2,807,500	$ 2,815,000	**$ 5,622,500**	7.84%	0.12%	0.10%
Single Family	ES02	WOOD	5	7	**12**	5.77%	$ 1,740,300	$ 2,453,659	**$ 4,193,959**	5.85%	0.09%	0.08%
Single Family	ES02	X-OTHER	68	59	**127**	61.06%	$ 23,735,728	$ 20,151,397	**$ 43,887,125**	61.20%	0.94%	0.87%
Single Family	**ES02**		104	104	**208**	**100.00%**	$ 35,858,027	$ 35,858,027	**$ 71,716,054**	**100.00%**	**1.53%**	**1.42%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	BN11	BHHS		1	1	4.17%		$ 885,000	$ 885,000	2.99%	0.02%	0.01%
Single Family	BN11	CBRR			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN11	DNFR	2	2	4	16.67%	$ 1,202,500	$ 1,151,000	$ 2,353,500	7.96%	0.06%	0.03%
Single Family	BN11	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN11	PREM_PLUS		2	2	8.33%		$ 1,187,500	$ 1,187,500	4.02%	0.03%	0.02%
Single Family	BN11	PREM_SOTH	2		2	8.33%	$ 1,136,000		$ 1,136,000	3.84%	0.03%	0.02%
Single Family	BN11	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	BN11	WOOD	2	1	3	12.50%	$ 2,905,000	$ 2,350,000	$ 5,255,000	17.77%	0.13%	0.08%
Single Family	BN11	X-OTHER	6	6	12	50.00%	$ 9,543,235	$ 9,213,235	$ 18,756,470	63.42%	0.45%	0.28%
Single Family	**BN11**		12	12	**24**	**100.00%**	$ 14,786,735	$ 14,786,735	$ 29,573,470	**100.00%**	**0.71%**	**0.44%**
Single Family	BN12	BHHS	6	12	18	11.69%	$ 2,263,900	$ 4,788,900	$ 7,052,800	10.38%	0.17%	0.10%
Single Family	BN12	CBRR		1	1	0.65%		$ 655,000	$ 655,000	0.96%	0.02%	0.01%
Single Family	BN12	DNFR	1	7	8	5.19%	$ 315,000	$ 2,517,739	$ 2,832,739	4.17%	0.07%	0.04%
Single Family	BN12	KW_ELITE	2	2	4	2.60%	$ 1,140,000	$ 819,000	$ 1,959,000	2.88%	0.05%	0.03%
Single Family	BN12	PREM_PLUS	5	5	10	6.49%	$ 2,196,000	$ 3,066,400	$ 5,262,400	7.74%	0.13%	0.08%
Single Family	BN12	PREM_SOTH	2	2	4	2.60%	$ 900,500	$ 1,040,000	$ 1,940,500	2.86%	0.05%	0.03%
Single Family	BN12	ROYAL_SH	2	2	4	2.60%	$ 649,900	$ 858,000	$ 1,507,900	2.22%	0.04%	0.02%
Single Family	BN12	WOOD	15	11	26	16.88%	$ 7,284,200	$ 4,856,900	$ 12,141,100	17.86%	0.29%	0.18%
Single Family	BN12	X-OTHER	44	35	79	51.30%	$ 19,231,102	$ 15,378,663	$ 34,609,765	50.93%	0.83%	0.51%
Single Family	**BN12**		77	77	**154**	**100.00%**	$ 33,980,602	$ 33,980,602	$ 67,961,204	**100.00%**	**1.63%**	**1.01%**
Single Family	BN13	BHHS			0				$ -		0.00%	0.00%
Single Family	BN13	CBRR			0				$ -		0.00%	0.00%
Single Family	BN13	DNFR			0				$ -		0.00%	0.00%
Single Family	BN13	KW_ELITE			0				$ -		0.00%	0.00%
Single Family	BN13	PREM_PLUS			0				$ -		0.00%	0.00%
Single Family	BN13	PREM_SOTH			0				$ -		0.00%	0.00%
Single Family	BN13	ROYAL_SH			0				$ -		0.00%	0.00%
Single Family	BN13	WOOD			0				$ -		0.00%	0.00%
Single Family	BN13	X-OTHER			0				$ -		0.00%	0.00%
Single Family	**BN13**				0	**0.00%**			$ -	**0.00%**	**0.00%**	**0.00%**
Single Family	ES01	BHHS	5	3	8	8.16%	$ 2,835,000	$ 1,785,000	$ 4,620,000	9.33%	0.11%	0.07%
Single Family	ES01	CBRR	2	1	3	3.06%	$ 595,000	$ 255,000	$ 850,000	1.72%	0.02%	0.01%
Single Family	ES01	DNFR		5	5	5.10%		$ 2,400,000	$ 2,400,000	4.85%	0.06%	0.04%
Single Family	ES01	KW_ELITE	2	2	4	4.08%	$ 772,000	$ 553,700	$ 1,325,700	2.68%	0.03%	0.02%
Single Family	ES01	PREM_PLUS			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	ES01	PREM_SOTH	1	1	2	2.04%	$ 440,000	$ 440,000	$ 880,000	1.78%	0.02%	0.01%
Single Family	ES01	ROYAL_SH	6	2	8	8.16%	$ 3,794,500	$ 1,277,500	$ 5,072,000	10.25%	0.12%	0.08%
Single Family	ES01	WOOD	5	3	8	8.16%	$ 2,414,000	$ 1,710,000	$ 4,124,000	8.33%	0.10%	0.06%
Single Family	ES01	X-OTHER	28	32	60	61.22%	$ 13,897,634	$ 16,326,934	$ 30,224,568	61.06%	0.72%	0.45%
Single Family	**ES01**		49	49	**98**	**100.00%**	$ 24,748,134	$ 24,748,134	$ 49,496,268	**100.00%**	**1.18%**	**0.73%**
Single Family	ES02	BHHS	2	3	5	2.23%	$ 686,000	$ 1,212,079	$ 1,898,079	2.33%	0.05%	0.03%
Single Family	ES02	CBRR	3	1	4	1.79%	$ 1,142,500	$ 270,000	$ 1,412,500	1.73%	0.03%	0.02%
Single Family	ES02	DNFR	8	7	15	6.70%	$ 2,459,500	$ 2,860,275	$ 5,319,775	6.53%	0.13%	0.08%
Single Family	ES02	KW_ELITE	13	3	16	7.14%	$ 4,050,750	$ 1,240,000	$ 5,290,750	6.49%	0.13%	0.08%
Single Family	ES02	PREM_PLUS	3	8	11	4.91%	$ 1,003,000	$ 2,612,900	$ 3,615,900	4.44%	0.09%	0.05%
Single Family	ES02	PREM_SOTH	2	1	3	1.34%	$ 730,000	$ 389,000	$ 1,119,000	1.37%	0.03%	0.02%
Single Family	ES02	ROYAL_SH	5	9	14	6.25%	$ 1,709,629	$ 3,569,500	$ 5,279,129	6.48%	0.13%	0.08%
Single Family	ES02	WOOD	4	5	9	4.02%	$ 1,375,000	$ 1,700,000	$ 3,075,000	3.77%	0.07%	0.05%
Single Family	ES02	X-OTHER	72	75	147	65.63%	$ 27,590,831	$ 26,893,456	$ 54,484,287	66.86%	1.30%	0.81%
Single Family	**ES02**		112	112	**224**	**100.00%**	$ 40,747,210	$ 40,747,210	$ 81,494,420	**100.00%**	**1.95%**	**1.21%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	ES03	BHHS	7	4	**11**	3.93%	$ 3,889,000	$ 1,880,000	**$ 5,769,000**	4.74%	0.12%	0.08%
Single Family	ES03	CBRR	7	8	**15**	5.36%	$ 3,039,000	$ 3,207,500	**$ 6,246,500**	5.13%	0.13%	0.10%
Single Family	ES03	DNFR	9	17	**26**	9.29%	$ 3,817,999	$ 7,045,500	**$ 10,863,499**	8.92%	0.23%	0.18%
Single Family	ES03	KW_ELITE	33	21	**54**	19.29%	$ 13,575,900	$ 9,099,202	**$ 22,675,102**	18.62%	0.48%	0.37%
Single Family	ES03	PREM_PLUS	4	8	**12**	4.29%	$ 1,995,000	$ 3,920,000	**$ 5,915,000**	4.86%	0.13%	0.08%
Single Family	ES03	PREM_SOTH	2	3	**5**	1.79%	$ 885,000	$ 1,077,000	**$ 1,962,000**	1.61%	0.04%	0.03%
Single Family	ES03	ROYAL_SH	3	3	**6**	2.14%	$ 1,301,250	$ 1,185,000	**$ 2,486,250**	2.04%	0.05%	0.04%
Single Family	ES03	WOOD	4	11	**15**	5.36%	$ 2,098,500	$ 5,256,500	**$ 7,355,000**	6.04%	0.16%	0.10%
Single Family	ES03	X-OTHER	71	65	**136**	48.57%	$ 30,273,952	$ 28,204,899	**$ 58,478,851**	48.03%	1.25%	0.93%
Single Family	**ES03**		140	140	**280**	**100.00%**	$ 60,875,601	$ 60,875,601	**$ 121,751,202**	**100.00%**	**2.60%**	**1.91%**
Single Family	ES04	BHHS										
Single Family	ES04	CBRR										
Single Family	ES04	DNFR										
Single Family	ES04	KW_ELITE										
Single Family	ES04	PREM_PLUS										
Single Family	ES04	PREM_SOTH										
Single Family	ES04	ROYAL_SH										
Single Family	ES04	WOOD										
Single Family	ES04	X-OTHER										
Single Family	**ES04**											
Single Family	NA01	BHHS	1	2	**3**	2.73%	$ 590,000	$ 2,450,000	**$ 3,040,000**	2.05%	0.06%	0.02%
Single Family	NA01	CBRR	8	6	**14**	12.73%	$ 13,300,000	$ 8,095,000	**$ 21,395,000**	14.40%	0.46%	0.10%
Single Family	NA01	DNFR	8	4	**12**	10.91%	$ 5,535,000	$ 3,735,000	**$ 9,270,000**	6.24%	0.20%	0.08%
Single Family	NA01	KW_ELITE	4	2	**6**	5.45%	$ 1,750,000	$ 885,000	**$ 2,635,000**	1.77%	0.06%	0.04%
Single Family	NA01	PREM_PLUS	2	1	**3**	2.73%	$ 365,000	$ 115,000	**$ 480,000**	0.32%	0.01%	0.02%
Single Family	NA01	PREM_SOTH	2	4	**6**	5.45%	$ 2,620,000	$ 3,510,000	**$ 6,130,000**	4.13%	0.13%	0.04%
Single Family	NA01	ROYAL_SH	1	1	**2**	1.82%	$ 7,482,500	$ 256,000	**$ 7,738,500**	5.21%	0.17%	0.01%
Single Family	NA01	WOOD	1	2	**3**	2.73%	$ 1,800,000	$ 1,155,000	**$ 2,955,000**	1.99%	0.06%	0.02%
Single Family	NA01	X-OTHER	28	33	**61**	55.45%	$ 40,822,075	$ 54,063,575	**$ 94,885,650**	63.88%	2.03%	0.42%
Single Family	**NA01**		55	55	**110**	**100.00%**	$ 74,264,575	$ 74,264,575	**$ 148,529,150**	**100.00%**	**3.17%**	**0.75%**
Single Family	NA02	BHHS		1	**1**	2.94%		$ 1,190,000	**$ 1,190,000**	2.12%	0.03%	0.01%
Single Family	NA02	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA02	DNFR	4	1	**5**	14.71%	$ 5,907,000	$ 1,600,000	**$ 7,507,000**	13.39%	0.16%	0.03%
Single Family	NA02	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA02	PREM_PLUS		3	**3**	8.82%		$ 4,319,000	**$ 4,319,000**	7.70%	0.09%	0.02%
Single Family	NA02	PREM_SOTH	1		**1**	2.94%	$ 2,200,000		**$ 2,200,000**	3.92%	0.05%	0.01%
Single Family	NA02	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA02	WOOD	5	4	**9**	26.47%	$ 6,301,500	$ 4,638,500	**$ 10,940,000**	19.51%	0.23%	0.06%
Single Family	NA02	X-OTHER	7	8	**15**	44.12%	$ 13,628,500	$ 16,289,500	**$ 29,918,000**	53.35%	0.64%	0.10%
Single Family	**NA02**		17	17	**34**	**100.00%**	$ 28,037,000	$ 28,037,000	**$ 56,074,000**	**100.00%**	**1.20%**	**0.23%**
Single Family	NA03	BHHS	3	3	**6**	3.19%	$ 940,000	$ 1,239,000	**$ 2,179,000**	3.58%	0.05%	0.04%
Single Family	NA03	CBRR	6	5	**11**	5.85%	$ 2,251,758	$ 1,707,258	**$ 3,959,016**	6.51%	0.08%	0.08%
Single Family	NA03	DNFR	12	10	**22**	11.70%	$ 3,830,600	$ 2,931,100	**$ 6,761,700**	11.11%	0.14%	0.15%
Single Family	NA03	KW_ELITE	2	1	**3**	1.60%	$ 760,000	$ 310,000	**$ 1,070,000**	1.76%	0.02%	0.02%
Single Family	NA03	PREM_PLUS	6	8	**14**	7.45%	$ 1,591,000	$ 2,350,500	**$ 3,941,500**	6.48%	0.08%	0.10%
Single Family	NA03	PREM_SOTH	3	4	**7**	3.72%	$ 1,501,000	$ 1,577,000	**$ 3,078,000**	5.06%	0.07%	0.05%
Single Family	NA03	ROYAL_SH	2		**2**	1.06%	$ 460,000		**$ 460,000**	0.76%	0.01%	0.01%
Single Family	NA03	WOOD	6	6	**12**	6.38%	$ 2,004,500	$ 2,034,000	**$ 4,038,500**	6.64%	0.09%	0.08%
Single Family	NA03	X-OTHER	54	57	**111**	59.04%	$ 17,080,400	$ 18,270,400	**$ 35,350,800**	58.11%	0.76%	0.76%
Single Family	**NA03**		94	94	**188**	**100.00%**	$ 30,419,258	$ 30,419,258	**$ 60,838,516**	**100.00%**	**1.30%**	**1.29%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	ES03	BHHS	6	3	**9**	3.75%	$ 2,628,500	$ 1,275,615	**$ 3,904,115**	4.02%	0.09%	0.06%
Single Family	ES03	CBRR	2	2	**4**	1.67%	$ 894,000	$ 657,500	**$ 1,551,500**	1.60%	0.04%	0.02%
Single Family	ES03	DNFR	1	4	**5**	2.08%	$ 900,000	$ 2,272,000	**$ 3,172,000**	3.27%	0.08%	0.05%
Single Family	ES03	KW_ELITE	21	15	**36**	15.00%	$ 8,629,500	$ 5,704,659	**$ 14,334,159**	14.76%	0.34%	0.21%
Single Family	ES03	PREM_PLUS	2	3	**5**	2.08%	$ 829,000	$ 1,224,900	**$ 2,053,900**	2.11%	0.05%	0.03%
Single Family	ES03	PREM_SOTH	3	1	**4**	1.67%	$ 1,093,000	$ 515,000	**$ 1,608,000**	1.66%	0.04%	0.02%
Single Family	ES03	ROYAL_SH	3	4	**7**	2.92%	$ 1,365,000	$ 1,549,000	**$ 2,914,000**	3.00%	0.07%	0.04%
Single Family	ES03	WOOD	1	6	**7**	2.92%	$ 350,000	$ 2,420,225	**$ 2,770,225**	2.85%	0.07%	0.04%
Single Family	ES03	X-OTHER	81	82	**163**	67.92%	$ 31,882,644	$ 32,952,745	**$ 64,835,389**	66.74%	1.55%	0.96%
Single Family	**ES03**		120	120	**240**	**100.00%**	$ 48,571,644	$ 48,571,644	**$ 97,143,288**	**100.00%**	**2.32%**	**1.44%**
Single Family	ES04	BHHS	1	1	**2**	1.89%	$ 840,000	$ 1,400,000	**$ 2,240,000**	2.63%	0.05%	0.03%
Single Family	ES04	CBRR	1		**1**	0.94%	$ 1,137,500		**$ 1,137,500**	1.34%	0.03%	0.02%
Single Family	ES04	DNFR	7	12	**19**	17.92%	$ 5,624,000	$ 8,691,000	**$ 14,315,000**	16.84%	0.34%	0.21%
Single Family	ES04	KW_ELITE	12	7	**19**	17.92%	$ 13,100,000	$ 6,010,000	**$ 19,110,000**	22.48%	0.46%	0.28%
Single Family	ES04	PREM_PLUS		3	**3**	2.83%		$ 4,075,000	**$ 4,075,000**	4.79%	0.10%	0.06%
Single Family	ES04	PREM_SOTH	4	2	**6**	5.66%	$ 3,329,000	$ 1,127,000	**$ 4,456,000**	5.24%	0.11%	0.07%
Single Family	ES04	ROYAL_SH	7	3	**10**	9.43%	$ 3,538,500	$ 2,672,500	**$ 6,211,000**	7.30%	0.15%	0.09%
Single Family	ES04	WOOD	5	10	**15**	14.15%	$ 3,454,000	$ 9,338,000	**$ 12,792,000**	15.04%	0.31%	0.19%
Single Family	ES04	X-OTHER	16	15	**31**	29.25%	$ 11,489,500	$ 9,199,000	**$ 20,688,500**	24.33%	0.50%	0.31%
Single Family	**ES04**		53	53	**106**	**100.00%**	$ 42,512,500	$ 42,512,500	**$ 85,025,000**	**100.00%**	**2.03%**	**1.26%**
Single Family	NA01	BHHS	1	1	**2**	2.00%	$ 479,500	$ 925,000	**$ 1,404,500**	1.26%	0.03%	0.02%
Single Family	NA01	CBRR	5	2	**7**	7.00%	$ 9,395,000	$ 937,000	**$ 10,332,000**	9.24%	0.25%	0.15%
Single Family	NA01	DNFR	6	4	**10**	10.00%	$ 6,410,000	$ 2,770,000	**$ 9,180,000**	8.21%	0.22%	0.14%
Single Family	NA01	KW_ELITE	3	2	**5**	5.00%	$ 1,138,000	$ 1,750,000	**$ 2,888,000**	2.58%	0.07%	0.04%
Single Family	NA01	PREM_PLUS	3	6	**9**	9.00%	$ 1,580,000	$ 4,545,000	**$ 6,125,000**	5.47%	0.15%	0.09%
Single Family	NA01	PREM_SOTH	4	1	**5**	5.00%	$ 2,985,000	$ 699,000	**$ 3,684,000**	3.29%	0.09%	0.05%
Single Family	NA01	ROYAL_SH		5	**5**	5.00%		$ 5,200,000	**$ 5,200,000**	4.65%	0.12%	0.08%
Single Family	NA01	WOOD	8	6	**14**	14.00%	$ 8,752,875	$ 10,096,375	**$ 18,849,250**	16.85%	0.45%	0.28%
Single Family	NA01	X-OTHER	20	23	**43**	43.00%	$ 25,196,550	$ 29,014,550	**$ 54,211,100**	48.46%	1.30%	0.80%
Single Family	**NA01**		50	50	**100**	**100.00%**	$ 55,936,925	$ 55,936,925	**$ 111,873,850**	**100.00%**	**2.68%**	**1.66%**
Single Family	NA02	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA02	CBRR	1	1	**2**	8.33%	$ 1,195,000	$ 1,257,500	**$ 2,452,500**	4.41%	0.06%	0.04%
Single Family	NA02	DNFR	1		**1**	4.17%	$ 7,500,000		**$ 7,500,000**	13.48%	0.18%	0.11%
Single Family	NA02	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA02	PREM_PLUS		2	**2**	8.33%		$ 9,600,000	**$ 9,600,000**	17.25%	0.23%	0.14%
Single Family	NA02	PREM_SOTH	3	2	**5**	20.83%	$ 6,650,000	$ 3,375,000	**$ 10,025,000**	18.01%	0.24%	0.15%
Single Family	NA02	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA02	WOOD	3	3	**6**	25.00%	$ 5,357,500	$ 6,495,000	**$ 11,852,500**	21.30%	0.28%	0.18%
Single Family	NA02	X-OTHER	4	4	**8**	33.33%	$ 7,125,000	$ 7,100,000	**$ 14,225,000**	25.56%	0.34%	0.21%
Single Family	**NA02**		12	12	**24**	**100.00%**	$ 27,827,500	$ 27,827,500	**$ 55,655,000**	**100.00%**	**1.33%**	**0.82%**
Single Family	NA03	BHHS		1	**1**	0.57%		$ 325,000	**$ 325,000**	0.49%	0.01%	0.00%
Single Family	NA03	CBRR	3	1	**4**	2.27%	$ 1,386,400	$ 280,000	**$ 1,666,400**	2.49%	0.04%	0.02%
Single Family	NA03	DNFR	13	16	**29**	16.48%	$ 5,072,651	$ 5,754,151	**$ 10,826,802**	16.21%	0.26%	0.16%
Single Family	NA03	KW_ELITE		2	**2**	1.14%		$ 1,153,000	**$ 1,153,000**	1.73%	0.03%	0.02%
Single Family	NA03	PREM_PLUS	6	10	**16**	9.09%	$ 2,248,500	$ 3,798,900	**$ 6,047,400**	9.05%	0.14%	0.09%
Single Family	NA03	PREM_SOTH	6	4	**10**	5.68%	$ 2,722,641	$ 1,554,500	**$ 4,277,141**	6.40%	0.10%	0.06%
Single Family	NA03	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA03	WOOD	15	6	**21**	11.93%	$ 5,132,000	$ 2,116,000	**$ 7,248,000**	10.85%	0.17%	0.11%
Single Family	NA03	X-OTHER	45	48	**93**	52.84%	$ 16,835,300	$ 18,415,941	**$ 35,251,241**	52.78%	0.84%	0.52%
Single Family	**NA03**		88	88	**176**	**100.00%**	$ 33,397,492	$ 33,397,492	**$ 66,794,984**	**100.00%**	**1.60%**	**0.99%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA04	BHHS	1		**1**	1.19%	$ 900,000		**$ 900,000**	0.63%	0.02%	0.01%
Single Family	NA04	CBRR	1	2	**3**	3.57%	$ 1,225,000	$ 2,525,000	**$ 3,750,000**	2.61%	0.08%	0.02%
Single Family	NA04	DNFR	13	8	**21**	25.00%	$ 15,700,000	$ 10,570,000	**$ 26,270,000**	18.27%	0.56%	0.14%
Single Family	NA04	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA04	PREM_PLUS	3	4	**7**	8.33%	$ 3,875,000	$ 4,000,000	**$ 7,875,000**	5.48%	0.17%	0.05%
Single Family	NA04	PREM_SOTH	15	14	**29**	34.52%	$ 31,836,000	$ 34,662,500	**$ 66,498,500**	46.24%	1.42%	0.20%
Single Family	NA04	ROYAL_SH		1	**1**	1.19%		$ 750,000	**$ 750,000**	0.52%	0.02%	0.01%
Single Family	NA04	WOOD	7	7	**14**	16.67%	$ 12,716,900	$ 10,305,500	**$ 23,022,400**	16.01%	0.49%	0.10%
Single Family	NA04	X-OTHER	2	6	**8**	9.52%	$ 5,650,000	$ 9,089,900	**$ 14,739,900**	10.25%	0.31%	0.05%
Single Family	**NA04**		42	42	**84**	**100.00%**	$ 71,902,900	$ 71,902,900	**$ 143,805,800**	**100.00%**	**3.07%**	**0.57%**
Single Family	NA05	BHHS	4	6	**10**	6.49%	$ 5,489,000	$ 13,880,000	**$ 19,369,000**	6.63%	0.41%	0.07%
Single Family	NA05	CBRR	4	7	**11**	7.14%	$ 5,495,000	$ 14,957,500	**$ 20,452,500**	7.00%	0.44%	0.08%
Single Family	NA05	DNFR	12	8	**20**	12.99%	$ 17,262,450	$ 9,375,000	**$ 26,637,450**	9.11%	0.57%	0.14%
Single Family	NA05	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA05	PREM_PLUS	2	2	**4**	2.60%	$ 4,617,000	$ 3,951,000	**$ 8,568,000**	2.93%	0.18%	0.03%
Single Family	NA05	PREM_SOTH	24	13	**37**	24.03%	$ 57,680,500	$ 25,606,450	**$ 83,286,950**	28.49%	1.78%	0.25%
Single Family	NA05	ROYAL_SH		1	**1**	0.65%		$ 3,150,000	**$ 3,150,000**	1.08%	0.07%	0.01%
Single Family	NA05	WOOD	10	14	**24**	15.58%	$ 13,053,500	$ 20,930,000	**$ 33,983,500**	11.62%	0.73%	0.16%
Single Family	NA05	X-OTHER	21	26	**47**	30.52%	$ 42,574,950	$ 54,322,450	**$ 96,897,400**	33.14%	2.07%	0.32%
Single Family	**NA05**		77	77	**154**	**100.00%**	$ 146,172,400	$ 146,172,400	**$ 292,344,800**	**100.00%**	**6.25%**	**1.05%**
Single Family	NA06	BHHS	1		**1**	1.28%	$ 1,125,000		**$ 1,125,000**	0.44%	0.02%	0.01%
Single Family	NA06	CBRR	1	2	**3**	3.85%	$ 2,200,000	$ 4,835,000	**$ 7,035,000**	2.73%	0.15%	0.02%
Single Family	NA06	DNFR	5	6	**11**	14.10%	$ 14,870,000	$ 24,145,000	**$ 39,015,000**	15.13%	0.83%	0.08%
Single Family	NA06	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA06	PREM_PLUS	1		**1**	1.28%	$ 3,587,500		**$ 3,587,500**	1.39%	0.08%	0.01%
Single Family	NA06	PREM_SOTH	13	12	**25**	32.05%	$ 49,465,000	$ 43,817,500	**$ 93,282,500**	36.17%	1.99%	0.17%
Single Family	NA06	ROYAL_SH		1	**1**	1.28%		$ 2,475,000	**$ 2,475,000**	0.96%	0.05%	0.01%
Single Family	NA06	WOOD	6	7	**13**	16.67%	$ 17,750,000	$ 22,690,000	**$ 40,440,000**	15.68%	0.86%	0.09%
Single Family	NA06	X-OTHER	12	11	**23**	29.49%	$ 39,935,000	$ 30,970,000	**$ 70,905,000**	27.50%	1.51%	0.16%
Single Family	**NA06**		39	39	**78**	**100.00%**	$ 128,932,500	$ 128,932,500	**$ 257,865,000**	**100.00%**	**5.51%**	**0.53%**
Single Family	NA07	BHHS	2	2	**4**	5.00%	$ 10,525,000	$ 10,525,000	**$ 21,050,000**	4.01%	0.45%	0.03%
Single Family	NA07	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA07	DNFR	2	5	**7**	8.75%	$ 11,500,000	$ 28,225,000	**$ 39,725,000**	7.56%	0.85%	0.05%
Single Family	NA07	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA07	PREM_PLUS	4	1	**5**	6.25%	$ 13,507,500	$ 3,430,000	**$ 16,937,500**	3.22%	0.36%	0.03%
Single Family	NA07	PREM_SOTH	5	10	**15**	18.75%	$ 40,190,000	$ 75,455,000	**$ 115,645,000**	22.01%	2.47%	0.10%
Single Family	NA07	ROYAL_SH	3	2	**5**	6.25%	$ 15,455,000	$ 12,400,000	**$ 27,855,000**	5.30%	0.60%	0.03%
Single Family	NA07	WOOD	7	4	**11**	13.75%	$ 36,105,000	$ 26,400,000	**$ 62,505,000**	11.90%	1.34%	0.08%
Single Family	NA07	X-OTHER	17	16	**33**	41.25%	$ 135,430,000	$ 106,277,500	**$ 241,707,500**	46.00%	5.16%	0.23%
Single Family	**NA07**		40	40	**80**	**100.00%**	$ 262,712,500	$ 262,712,500	**$ 525,425,000**	**100.00%**	**11.22%**	**0.55%**
Single Family	NA08	BHHS		2	**2**	2.44%		$ 2,575,000	**$ 2,575,000**	2.33%	0.06%	0.01%
Single Family	NA08	CBRR	2	1	**3**	3.66%	$ 2,922,500	$ 3,025,000	**$ 5,947,500**	5.38%	0.13%	0.02%
Single Family	NA08	DNFR	5	3	**8**	9.76%	$ 5,944,600	$ 2,889,600	**$ 8,834,200**	8.00%	0.19%	0.05%
Single Family	NA08	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA08	PREM_PLUS	8	5	**13**	15.85%	$ 11,048,000	$ 5,133,000	**$ 16,181,000**	14.65%	0.35%	0.09%
Single Family	NA08	PREM_SOTH	1	2	**3**	3.66%	$ 2,100,000	$ 3,750,000	**$ 5,850,000**	5.30%	0.12%	0.02%
Single Family	NA08	ROYAL_SH		1	**1**	1.22%		$ 1,000,000	**$ 1,000,000**	0.91%	0.02%	0.01%
Single Family	NA08	WOOD	13	10	**23**	28.05%	$ 21,687,000	$ 15,869,500	**$ 37,556,500**	33.99%	0.80%	0.16%
Single Family	NA08	X-OTHER	12	17	**29**	35.37%	$ 11,536,667	$ 20,996,667	**$ 32,533,334**	29.45%	0.70%	0.20%
Single Family	**NA08**		41	41	**82**	**100.00%**	$ 55,238,767	$ 55,238,767	**$ 110,477,534**	**100.00%**	**2.36%**	**0.56%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA04	BHHS	1	2	**3**	4.84%	$ 1,625,000	$ 5,897,300	**$ 7,522,300**	7.62%	0.18%	0.11%
Single Family	NA04	CBRR	2	3	**5**	8.06%	$ 2,330,000	$ 3,670,000	**$ 6,000,000**	6.08%	0.14%	0.09%
Single Family	NA04	DNFR	9	3	**12**	19.35%	$ 13,150,000	$ 5,460,000	**$ 18,610,000**	18.85%	0.45%	0.28%
Single Family	NA04	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA04	PREM_PLUS		2	**2**	3.23%		$ 3,342,500	**$ 3,342,500**	3.39%	0.08%	0.05%
Single Family	NA04	PREM_SOTH	9	9	**18**	29.03%	$ 17,366,013	$ 14,665,913	**$ 32,031,926**	32.45%	0.77%	0.47%
Single Family	NA04	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA04	WOOD	6	6	**12**	19.35%	$ 10,022,200	$ 8,965,000	**$ 18,987,200**	19.24%	0.45%	0.28%
Single Family	NA04	X-OTHER	4	6	**10**	16.13%	$ 4,857,500	$ 7,350,000	**$ 12,207,500**	12.37%	0.29%	0.18%
Single Family	**NA04**		31	31	**62**	**100.00%**	$ 49,350,713	$ 49,350,713	**$ 98,701,426**	**100.00%**	**2.36%**	**1.46%**
Single Family	NA05	BHHS		1	**1**	0.85%		$ 1,580,000	**$ 1,580,000**	0.68%	0.04%	0.02%
Single Family	NA05	CBRR	1	1	**2**	1.69%	$ 1,275,000	$ 2,910,000	**$ 4,185,000**	1.79%	0.10%	0.06%
Single Family	NA05	DNFR	14	8	**22**	18.64%	$ 25,024,100	$ 8,770,100	**$ 33,794,200**	14.45%	0.81%	0.50%
Single Family	NA05	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA05	PREM_PLUS	5	1	**6**	5.08%	$ 7,643,000	$ 1,100,000	**$ 8,743,000**	3.74%	0.21%	0.13%
Single Family	NA05	PREM_SOTH	13	12	**25**	21.19%	$ 37,410,000	$ 28,266,000	**$ 65,676,000**	28.07%	1.57%	0.97%
Single Family	NA05	ROYAL_SH	1	1	**2**	1.69%	$ 1,045,000	$ 1,045,000	**$ 2,090,000**	0.89%	0.05%	0.03%
Single Family	NA05	WOOD	15	7	**22**	18.64%	$ 25,679,000	$ 13,695,000	**$ 39,374,000**	16.83%	0.94%	0.58%
Single Family	NA05	X-OTHER	10	28	**38**	32.20%	$ 18,892,895	$ 59,602,895	**$ 78,495,790**	33.55%	1.88%	1.16%
Single Family	**NA05**		59	59	**118**	**100.00%**	$ 116,968,995	$ 116,968,995	**$ 233,937,990**	**100.00%**	**5.60%**	**3.46%**
Single Family	NA06	BHHS	1	1	**2**	2.27%	$ 3,050,000	$ 3,050,000	**$ 6,100,000**	2.32%	0.15%	0.09%
Single Family	NA06	CBRR	3	3	**6**	6.82%	$ 8,825,000	$ 8,575,000	**$ 17,400,000**	6.61%	0.42%	0.26%
Single Family	NA06	DNFR	6	4	**10**	11.36%	$ 21,350,000	$ 12,008,000	**$ 33,358,000**	12.68%	0.80%	0.49%
Single Family	NA06	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA06	PREM_PLUS		3	**3**	3.41%		$ 11,350,000	**$ 11,350,000**	4.31%	0.27%	0.17%
Single Family	NA06	PREM_SOTH	12	8	**20**	22.73%	$ 32,682,500	$ 19,375,000	**$ 52,057,500**	19.79%	1.25%	0.77%
Single Family	NA06	ROYAL_SH	1	1	**2**	2.27%	$ 1,700,000	$ 1,700,000	**$ 3,400,000**	1.29%	0.08%	0.05%
Single Family	NA06	WOOD	8	9	**17**	19.32%	$ 23,043,000	$ 30,735,000	**$ 53,778,000**	20.44%	1.29%	0.80%
Single Family	NA06	X-OTHER	13	15	**28**	31.82%	$ 40,870,000	$ 44,727,500	**$ 85,597,500**	32.54%	2.05%	1.27%
Single Family	**NA06**		44	44	**88**	**100.00%**	$ 131,520,500	$ 131,520,500	**$ 263,041,000**	**100.00%**	**6.29%**	**3.89%**
Single Family	NA07	BHHS	1	2	**3**	3.66%	$ 4,850,000	$ 12,300,000	**$ 17,150,000**	3.39%	0.41%	0.25%
Single Family	NA07	CBRR		3	**3**	3.66%		$ 17,850,000	**$ 17,850,000**	3.53%	0.43%	0.26%
Single Family	NA07	DNFR	1	2	**3**	3.66%	$ 2,500,000	$ 13,600,000	**$ 16,100,000**	3.18%	0.39%	0.24%
Single Family	NA07	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA07	PREM_PLUS	2	2	**4**	4.88%	$ 7,300,000	$ 7,300,000	**$ 14,600,000**	2.89%	0.35%	0.22%
Single Family	NA07	PREM_SOTH	9	10	**19**	23.17%	$ 62,290,000	$ 67,952,000	**$ 130,242,000**	25.74%	3.12%	1.93%
Single Family	NA07	ROYAL_SH		2	**2**	2.44%		$ 15,150,000	**$ 15,150,000**	2.99%	0.36%	0.22%
Single Family	NA07	WOOD	10	7	**17**	20.73%	$ 63,512,500	$ 37,200,000	**$ 100,712,500**	19.91%	2.41%	1.49%
Single Family	NA07	X-OTHER	18	13	**31**	37.80%	$ 112,505,000	$ 81,605,500	**$ 194,110,500**	38.37%	4.64%	2.87%
Single Family	**NA07**		41	41	**82**	**100.00%**	$ 252,957,500	$ 252,957,500	**$ 505,915,000**	**100.00%**	**12.11%**	**7.49%**
Single Family	NA08	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA08	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA08	DNFR	2	3	**5**	15.63%	$ 367,000	$ 3,283,000	**$ 3,650,000**	9.00%	0.09%	0.05%
Single Family	NA08	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA08	PREM_PLUS	2	2	**4**	12.50%	$ 2,212,500	$ 2,265,000	**$ 4,477,500**	11.04%	0.11%	0.07%
Single Family	NA08	PREM_SOTH	1		**1**	3.13%	$ 565,000		**$ 565,000**	1.39%	0.01%	0.01%
Single Family	NA08	ROYAL_SH		1	**1**	3.13%		$ 1,300,000	**$ 1,300,000**	3.20%	0.03%	0.02%
Single Family	NA08	WOOD	8	7	**15**	46.88%	$ 14,980,000	$ 12,140,000	**$ 27,120,000**	66.84%	0.65%	0.40%
Single Family	NA08	X-OTHER	3	3	**6**	18.75%	$ 2,162,500	$ 1,299,000	**$ 3,461,500**	8.53%	0.08%	0.05%
Single Family	**NA08**		16	16	**32**	**100.00%**	$ 20,287,000	$ 20,287,000	**$ 40,574,000**	**100.00%**	**0.97%**	**0.60%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA09	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA09	CBRR	1	2	**3**	2.05%	$ 169,000	$ 838,500	**$ 1,007,500**	1.79%	0.02%	0.02%
Single Family	NA09	DNFR	5	4	**9**	6.16%	$ 2,048,900	$ 1,613,610	**$ 3,662,510**	6.52%	0.08%	0.06%
Single Family	NA09	KW_ELITE	2		**2**	1.37%	$ 318,000		**$ 318,000**	0.57%	0.01%	0.01%
Single Family	NA09	PREM_PLUS	6	9	**15**	10.27%	$ 1,611,900	$ 5,771,000	**$ 7,382,900**	13.13%	0.16%	0.10%
Single Family	NA09	PREM_SOTH	2	4	**6**	4.11%	$ 1,450,780	$ 1,789,780	**$ 3,240,560**	5.76%	0.07%	0.04%
Single Family	NA09	ROYAL_SH	1		**1**	0.68%	$ 260,000		**$ 260,000**	0.46%	0.01%	0.01%
Single Family	NA09	WOOD	3	5	**8**	5.48%	$ 1,592,500	$ 2,247,335	**$ 3,839,835**	6.83%	0.08%	0.05%
Single Family	NA09	X-OTHER	53	49	**102**	69.86%	$ 20,654,727	$ 15,845,582	**$ 36,500,309**	64.93%	0.78%	0.70%
Single Family	**NA09**		73	73	**146**	**100.00%**	$ 28,105,807	$ 28,105,807	**$ 56,211,614**	**100.00%**	**1.20%**	**1.00%**
Single Family	NA11	BHHS	3	5	**8**	2.40%	$ 1,645,000	$ 2,647,000	**$ 4,292,000**	1.57%	0.09%	0.05%
Single Family	NA11	CBRR	10	12	**22**	6.59%	$ 5,282,900	$ 6,558,888	**$ 11,841,788**	4.32%	0.25%	0.15%
Single Family	NA11	DNFR	12	17	**29**	8.68%	$ 4,886,500	$ 11,836,900	**$ 16,723,400**	6.11%	0.36%	0.20%
Single Family	NA11	KW_ELITE		3	**3**	0.90%		$ 1,267,858	**$ 1,267,858**	0.46%	0.03%	0.02%
Single Family	NA11	PREM_PLUS	13	11	**24**	7.19%	$ 4,993,300	$ 4,921,400	**$ 9,914,700**	3.62%	0.21%	0.16%
Single Family	NA11	PREM_SOTH	6	8	**14**	4.19%	$ 5,345,000	$ 10,244,347	**$ 15,589,347**	5.69%	0.33%	0.10%
Single Family	NA11	ROYAL_SH	5	4	**9**	2.69%	$ 7,293,000	$ 3,846,827	**$ 11,139,827**	4.07%	0.24%	0.06%
Single Family	NA11	WOOD	36	28	**64**	19.16%	$ 30,040,750	$ 35,667,370	**$ 65,708,120**	23.99%	1.40%	0.44%
Single Family	NA11	X-OTHER	82	79	**161**	48.20%	$ 77,470,779	$ 59,966,639	**$ 137,437,418**	50.18%	2.94%	1.10%
Single Family	**NA11**		167	167	**334**	**100.00%**	$ 136,957,229	$ 136,957,229	**$ 273,914,458**	**100.00%**	**5.85%**	**2.28%**
Single Family	NA12	BHHS	6	12	**18**	10.23%	$ 6,147,500	$ 9,934,000	**$ 16,081,500**	7.36%	0.34%	0.12%
Single Family	NA12	CBRR	5	3	**8**	4.55%	$ 2,928,000	$ 1,410,000	**$ 4,338,000**	1.99%	0.09%	0.05%
Single Family	NA12	DNFR	15	14	**29**	16.48%	$ 20,627,000	$ 14,511,625	**$ 35,138,625**	16.09%	0.75%	0.20%
Single Family	NA12	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA12	PREM_PLUS	7	5	**12**	6.82%	$ 4,828,000	$ 2,830,000	**$ 7,658,000**	3.51%	0.16%	0.08%
Single Family	NA12	PREM_SOTH	18	11	**29**	16.48%	$ 33,819,625	$ 21,799,500	**$ 55,619,125**	25.46%	1.19%	0.20%
Single Family	NA12	ROYAL_SH	2		**2**	1.14%	$ 2,387,000		**$ 2,387,000**	1.09%	0.05%	0.01%
Single Family	NA12	WOOD	12	13	**25**	14.20%	$ 20,846,000	$ 17,064,000	**$ 37,910,000**	17.35%	0.81%	0.17%
Single Family	NA12	X-OTHER	23	30	**53**	30.11%	$ 17,638,974	$ 41,672,974	**$ 59,311,948**	27.15%	1.27%	0.36%
Single Family	**NA12**		88	88	**176**	**100.00%**	$ 109,222,099	$ 109,222,099	**$ 218,444,198**	**100.00%**	**4.67%**	**1.20%**
Single Family	NA13	BHHS	1		**1**	3.13%	$ 750,000		**$ 750,000**	2.12%	0.02%	0.01%
Single Family	NA13	CBRR	5	1	**6**	18.75%	$ 3,820,000	$ 645,000	**$ 4,465,000**	12.60%	0.10%	0.04%
Single Family	NA13	DNFR	2	2	**4**	12.50%	$ 4,750,000	$ 3,025,000	**$ 7,775,000**	21.93%	0.17%	0.03%
Single Family	NA13	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA13	PREM_PLUS		1	**1**	3.13%		$ 1,010,000	**$ 1,010,000**	2.85%	0.02%	0.01%
Single Family	NA13	PREM_SOTH	3	2	**5**	15.63%	$ 3,310,000	$ 3,500,000	**$ 6,810,000**	19.21%	0.15%	0.03%
Single Family	NA13	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA13	WOOD	2	3	**5**	15.63%	$ 2,870,000	$ 2,140,000	**$ 5,010,000**	14.13%	0.11%	0.03%
Single Family	NA13	X-OTHER	3	7	**10**	31.25%	$ 2,224,000	$ 7,404,000	**$ 9,628,000**	27.16%	0.21%	0.07%
Single Family	**NA13**		16	16	**32**	**100.00%**	$ 17,724,000	$ 17,724,000	**$ 35,448,000**	**100.00%**	**0.76%**	**0.22%**
Single Family	NA14	BHHS	7	7	**14**	5.83%	$ 4,032,000	$ 3,750,500	**$ 7,782,500**	5.40%	0.17%	0.10%
Single Family	NA14	CBRR	9	5	**14**	5.83%	$ 4,890,500	$ 2,294,900	**$ 7,185,400**	4.99%	0.15%	0.10%
Single Family	NA14	DNFR	16	16	**32**	13.33%	$ 10,661,400	$ 7,716,000	**$ 18,377,400**	12.76%	0.39%	0.22%
Single Family	NA14	KW_ELITE	1		**1**	0.42%	$ 370,000		**$ 370,000**	0.26%	0.01%	0.01%
Single Family	NA14	PREM_PLUS	6	9	**15**	6.25%	$ 3,180,000	$ 4,795,500	**$ 7,975,500**	5.54%	0.17%	0.10%
Single Family	NA14	PREM_SOTH	7	7	**14**	5.83%	$ 5,851,500	$ 6,129,000	**$ 11,980,500**	8.32%	0.26%	0.10%
Single Family	NA14	ROYAL_SH	1		**1**	0.42%	$ 570,000		**$ 570,000**	0.40%	0.01%	0.01%
Single Family	NA14	WOOD	20	15	**35**	14.58%	$ 10,519,650	$ 13,647,000	**$ 24,166,650**	16.78%	0.52%	0.24%
Single Family	NA14	X-OTHER	53	61	**114**	47.50%	$ 31,933,400	$ 33,675,550	**$ 65,608,950**	45.56%	1.40%	0.78%
Single Family	**NA14**		120	120	**240**	**100.00%**	$ 72,008,450	$ 72,008,450	**$ 144,016,900**	**100.00%**	**3.08%**	**1.64%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA09	BHHS	2	1	**3**	2.17%	$ 3,172,500	$ 1,262,500	**$ 4,435,000**	7.52%	0.11%	0.07%
Single Family	NA09	CBRR	1	4	**5**	3.62%	$ 250,000	$ 1,134,900	**$ 1,384,900**	2.35%	0.03%	0.02%
Single Family	NA09	DNFR	14	7	**21**	15.22%	$ 4,783,400	$ 2,249,000	**$ 7,032,400**	11.92%	0.17%	0.10%
Single Family	NA09	KW_ELITE		2	**2**	1.45%		$ 657,000	**$ 657,000**	1.11%	0.02%	0.01%
Single Family	NA09	PREM_PLUS	7	7	**14**	10.14%	$ 4,064,400	$ 3,123,500	**$ 7,187,900**	12.18%	0.17%	0.11%
Single Family	NA09	PREM_SOTH	7		**7**	5.07%	$ 3,045,000		**$ 3,045,000**	5.16%	0.07%	0.05%
Single Family	NA09	ROYAL_SH	1		**1**	0.72%	$ 215,000		**$ 215,000**	0.36%	0.01%	0.00%
Single Family	NA09	WOOD	5	7	**12**	8.70%	$ 2,053,000	$ 3,405,177	**$ 5,458,177**	9.25%	0.13%	0.08%
Single Family	NA09	X-OTHER	32	41	**73**	52.90%	$ 11,921,068	$ 17,672,291	**$ 29,593,359**	50.15%	0.71%	0.44%
Single Family	**NA09**		69	69	**138**	**100.00%**	$ 29,504,368	$ 29,504,368	**$ 59,008,736**	**100.00%**	**1.41%**	**0.87%**
Single Family	NA11	BHHS	3	7	**10**	2.75%	$ 2,646,000	$ 5,787,392	**$ 8,433,392**	2.46%	0.20%	0.12%
Single Family	NA11	CBRR	5	7	**12**	3.30%	$ 4,106,700	$ 8,306,750	**$ 12,413,450**	3.63%	0.30%	0.18%
Single Family	NA11	DNFR	12	18	**30**	8.24%	$ 5,966,899	$ 14,282,420	**$ 20,249,319**	5.92%	0.48%	0.30%
Single Family	NA11	KW_ELITE	2	3	**5**	1.37%	$ 1,075,000	$ 1,691,390	**$ 2,766,390**	0.81%	0.07%	0.04%
Single Family	NA11	PREM_PLUS	8	13	**21**	5.77%	$ 5,006,000	$ 7,357,480	**$ 12,363,480**	3.61%	0.30%	0.18%
Single Family	NA11	PREM_SOTH	11	10	**21**	5.77%	$ 8,150,651	$ 9,565,000	**$ 17,715,651**	5.18%	0.42%	0.26%
Single Family	NA11	ROYAL_SH	1	4	**5**	1.37%	$ 434,900	$ 4,676,000	**$ 5,110,900**	1.49%	0.12%	0.08%
Single Family	NA11	WOOD	40	32	**72**	19.78%	$ 46,923,100	$ 39,282,933	**$ 86,206,033**	25.19%	2.06%	1.28%
Single Family	NA11	X-OTHER	100	88	**188**	51.65%	$ 96,834,537	$ 80,194,422	**$ 177,028,959**	51.72%	4.24%	2.62%
Single Family	**NA11**		182	182	**364**	**100.00%**	$ 171,143,787	$ 171,143,787	**$ 342,287,574**	**100.00%**	**8.19%**	**5.06%**
Single Family	NA12	BHHS	2	3	**5**	3.52%	$ 2,325,000	$ 3,315,000	**$ 5,640,000**	4.36%	0.13%	0.08%
Single Family	NA12	CBRR	4	2	**6**	4.23%	$ 2,586,000	$ 1,960,000	**$ 4,546,000**	3.51%	0.11%	0.07%
Single Family	NA12	DNFR	12	14	**26**	18.31%	$ 10,057,500	$ 13,341,900	**$ 23,399,400**	18.08%	0.56%	0.35%
Single Family	NA12	KW_ELITE	1	3	**4**	2.82%	$ 1,400,000	$ 2,117,000	**$ 3,517,000**	2.72%	0.08%	0.05%
Single Family	NA12	PREM_PLUS	6	9	**15**	10.56%	$ 3,779,000	$ 5,396,000	**$ 9,175,000**	7.09%	0.22%	0.14%
Single Family	NA12	PREM_SOTH	11	7	**18**	12.68%	$ 15,547,500	$ 6,496,500	**$ 22,044,000**	17.03%	0.53%	0.33%
Single Family	NA12	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA12	WOOD	10	13	**23**	16.20%	$ 12,487,500	$ 14,965,500	**$ 27,453,000**	21.21%	0.66%	0.41%
Single Family	NA12	X-OTHER	25	20	**45**	31.69%	$ 16,542,900	$ 17,133,500	**$ 33,676,400**	26.01%	0.81%	0.50%
Single Family	**NA12**		71	71	**142**	**100.00%**	$ 64,725,400	$ 64,725,400	**$ 129,450,800**	**100.00%**	**3.10%**	**1.92%**
Single Family	NA13	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA13	CBRR	4	3	**7**	20.59%	$ 3,366,500	$ 2,291,500	**$ 5,658,000**	15.62%	0.14%	0.08%
Single Family	NA13	DNFR	3	3	**6**	17.65%	$ 2,085,000	$ 2,085,000	**$ 4,170,000**	11.51%	0.10%	0.06%
Single Family	NA13	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA13	PREM_PLUS	3	2	**5**	14.71%	$ 4,670,000	$ 3,390,000	**$ 8,060,000**	22.25%	0.19%	0.12%
Single Family	NA13	PREM_SOTH	1	3	**4**	11.76%	$ 640,000	$ 3,104,000	**$ 3,744,000**	10.33%	0.09%	0.06%
Single Family	NA13	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA13	WOOD	3	2	**5**	14.71%	$ 2,451,500	$ 1,650,000	**$ 4,101,500**	11.32%	0.10%	0.06%
Single Family	NA13	X-OTHER	3	4	**7**	20.59%	$ 4,902,500	$ 5,595,000	**$ 10,497,500**	28.97%	0.25%	0.16%
Single Family	**NA13**		17	17	**34**	**100.00%**	$ 18,115,500	$ 18,115,500	**$ 36,231,000**	**100.00%**	**0.87%**	**0.54%**
Single Family	NA14	BHHS	3	4	**7**	3.02%	$ 1,654,000	$ 3,520,999	**$ 5,174,999**	3.51%	0.12%	0.08%
Single Family	NA14	CBRR	6	6	**12**	5.17%	$ 2,952,300	$ 2,671,156	**$ 5,623,456**	3.82%	0.13%	0.08%
Single Family	NA14	DNFR	11	15	**26**	11.21%	$ 6,142,500	$ 7,906,500	**$ 14,049,000**	9.54%	0.34%	0.21%
Single Family	NA14	KW_ELITE		1	**1**	0.43%		$ 445,000	**$ 445,000**	0.30%	0.01%	0.01%
Single Family	NA14	PREM_PLUS	4	8	**12**	5.17%	$ 2,385,000	$ 5,078,000	**$ 7,463,000**	5.07%	0.18%	0.11%
Single Family	NA14	PREM_SOTH	21	20	**41**	17.67%	$ 15,386,500	$ 13,823,500	**$ 29,210,000**	19.84%	0.70%	0.43%
Single Family	NA14	ROYAL_SH		3	**3**	1.29%		$ 2,318,000	**$ 2,318,000**	1.57%	0.06%	0.03%
Single Family	NA14	WOOD	18	11	**29**	12.50%	$ 9,570,399	$ 6,656,900	**$ 16,227,299**	11.02%	0.39%	0.24%
Single Family	NA14	X-OTHER	53	48	**101**	43.53%	$ 35,528,056	$ 31,198,700	**$ 66,726,756**	45.32%	1.60%	0.99%
Single Family	**NA14**		116	116	**232**	**100.00%**	$ 73,618,755	$ 73,618,755	**$ 147,237,510**	**100.00%**	**3.52%**	**2.18%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA15	BHHS		1	**1**	0.82%		$ 189,000	**$ 189,000**	0.48%	0.00%	0.01%
Single Family	NA15	CBRR	3	1	**4**	3.28%	$ 560,500	$ 240,100	**$ 800,600**	2.03%	0.02%	0.03%
Single Family	NA15	DNFR	13	13	**26**	21.31%	$ 3,742,500	$ 3,757,400	**$ 7,499,900**	19.01%	0.16%	0.18%
Single Family	NA15	KW_ELITE	1		**1**	0.82%	$ 290,000		**$ 290,000**	0.74%	0.01%	0.01%
Single Family	NA15	PREM_PLUS	6	6	**12**	9.84%	$ 1,794,400	$ 1,766,500	**$ 3,560,900**	9.03%	0.08%	0.08%
Single Family	NA15	PREM_SOTH	3	5	**8**	6.56%	$ 1,105,000	$ 1,623,500	**$ 2,728,500**	6.92%	0.06%	0.05%
Single Family	NA15	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA15	WOOD	7	8	**15**	12.30%	$ 2,346,000	$ 2,788,900	**$ 5,134,900**	13.02%	0.11%	0.10%
Single Family	NA15	X-OTHER	28	27	**55**	45.08%	$ 9,887,100	$ 9,360,100	**$ 19,247,200**	48.79%	0.41%	0.38%
Single Family	**NA15**		61	61	**122**	**100.00%**	$ 19,725,500	$ 19,725,500	**$ 39,451,000**	**100.00%**	**0.84%**	**0.83%**
Single Family	NA16	BHHS	2	9	**11**	3.74%	$ 594,000	$ 13,084,522	**$ 13,678,522**	4.16%	0.29%	0.08%
Single Family	NA16	CBRR	6	4	**10**	3.40%	$ 6,798,000	$ 6,131,500	**$ 12,929,500**	3.93%	0.28%	0.07%
Single Family	NA16	DNFR	21	19	**40**	13.61%	$ 15,338,000	$ 17,260,896	**$ 32,598,896**	9.91%	0.70%	0.27%
Single Family	NA16	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA16	PREM_PLUS	10	11	**21**	7.14%	$ 5,918,000	$ 5,938,500	**$ 11,856,500**	3.60%	0.25%	0.14%
Single Family	NA16	PREM_SOTH	23	12	**35**	11.90%	$ 35,199,000	$ 19,226,000	**$ 54,425,000**	16.54%	1.16%	0.24%
Single Family	NA16	ROYAL_SH	1	2	**3**	1.02%	$ 487,000	$ 5,310,000	**$ 5,797,000**	1.76%	0.12%	0.02%
Single Family	NA16	WOOD	34	35	**69**	23.47%	$ 28,254,229	$ 28,990,740	**$ 57,244,969**	17.40%	1.22%	0.47%
Single Family	NA16	X-OTHER	50	55	**105**	35.71%	$ 71,942,376	$ 68,588,447	**$ 140,530,823**	42.71%	3.00%	0.72%
Single Family	**NA16**		147	147	**294**	**100.00%**	$ 164,530,605	$ 164,530,605	**$ 329,061,210**	**100.00%**	**7.03%**	**2.01%**
Single Family	NA17	BHHS	6	6	**12**	4.35%	$ 1,898,600	$ 1,505,675	**$ 3,404,275**	3.90%	0.07%	0.08%
Single Family	NA17	CBRR	8	8	**16**	5.80%	$ 3,281,400	$ 3,121,000	**$ 6,402,400**	7.34%	0.14%	0.11%
Single Family	NA17	DNFR	16	19	**35**	12.68%	$ 5,025,900	$ 6,504,024	**$ 11,529,924**	13.22%	0.25%	0.24%
Single Family	NA17	KW_ELITE	1	2	**3**	1.09%	$ 327,000	$ 490,100	**$ 817,100**	0.94%	0.02%	0.02%
Single Family	NA17	PREM_PLUS	19	14	**33**	11.96%	$ 6,081,400	$ 4,202,500	**$ 10,283,900**	11.79%	0.22%	0.23%
Single Family	NA17	PREM_SOTH	5	4	**9**	3.26%	$ 1,920,500	$ 1,217,000	**$ 3,137,500**	3.60%	0.07%	0.06%
Single Family	NA17	ROYAL_SH		1	**1**	0.36%		$ 397,500	**$ 397,500**	0.46%	0.01%	0.01%
Single Family	NA17	WOOD	8	8	**16**	5.80%	$ 2,619,400	$ 2,544,500	**$ 5,163,900**	5.92%	0.11%	0.11%
Single Family	NA17	X-OTHER	75	76	**151**	54.71%	$ 22,463,020	$ 23,634,921	**$ 46,097,941**	52.84%	0.98%	1.03%
Single Family	**NA17**		138	138	**276**	**100.00%**	$ 43,617,220	$ 43,617,220	**$ 87,234,440**	**100.00%**	**1.86%**	**1.89%**
Single Family	NA18	BHHS	1	1	**2**	0.95%	$ 305,000	$ 261,000	**$ 566,000**	0.92%	0.01%	0.01%
Single Family	NA18	CBRR	13	15	**28**	13.33%	$ 3,239,900	$ 4,182,850	**$ 7,422,750**	12.11%	0.16%	0.19%
Single Family	NA18	DNFR	12	18	**30**	14.29%	$ 3,808,350	$ 6,042,900	**$ 9,851,250**	16.08%	0.21%	0.21%
Single Family	NA18	KW_ELITE	2	2	**4**	1.90%	$ 826,000	$ 397,000	**$ 1,223,000**	2.00%	0.03%	0.03%
Single Family	NA18	PREM_PLUS	15	18	**33**	15.71%	$ 5,341,500	$ 5,915,536	**$ 11,257,036**	18.37%	0.24%	0.23%
Single Family	NA18	PREM_SOTH	4	2	**6**	2.86%	$ 1,688,344	$ 1,065,444	**$ 2,753,788**	4.49%	0.06%	0.04%
Single Family	NA18	ROYAL_SH	1		**1**	0.48%	$ 208,000		**$ 208,000**	0.34%	0.00%	0.01%
Single Family	NA18	WOOD	9	6	**15**	7.14%	$ 2,942,000	$ 1,972,000	**$ 4,914,000**	8.02%	0.10%	0.10%
Single Family	NA18	X-OTHER	48	43	**91**	43.33%	$ 12,277,532	$ 10,799,896	**$ 23,077,428**	37.66%	0.49%	0.62%
Single Family	**NA18**		105	105	**210**	**100.00%**	$ 30,636,626	$ 30,636,626	**$ 61,273,252**	**100.00%**	**1.31%**	**1.44%**
Single Family	NA19	BHHS	4	7	**11**	4.58%	$ 2,069,000	$ 4,535,000	**$ 6,604,000**	5.30%	0.14%	0.08%
Single Family	NA19	CBRR	4	7	**11**	4.58%	$ 1,460,500	$ 4,395,000	**$ 5,855,500**	4.70%	0.13%	0.08%
Single Family	NA19	DNFR	14	13	**27**	11.25%	$ 7,837,000	$ 6,989,480	**$ 14,826,480**	11.91%	0.32%	0.18%
Single Family	NA19	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA19	PREM_PLUS	17	14	**31**	12.92%	$ 10,349,500	$ 8,335,685	**$ 18,685,185**	15.01%	0.40%	0.21%
Single Family	NA19	PREM_SOTH	3	3	**6**	2.50%	$ 1,064,000	$ 1,850,000	**$ 2,914,000**	2.34%	0.06%	0.04%
Single Family	NA19	ROYAL_SH		1	**1**	0.42%		$ 285,000	**$ 285,000**	0.23%	0.01%	0.01%
Single Family	NA19	WOOD	18	14	**32**	13.33%	$ 6,885,000	$ 6,270,500	**$ 13,155,500**	10.57%	0.28%	0.22%
Single Family	NA19	X-OTHER	60	61	**121**	50.42%	$ 32,593,022	$ 29,597,357	**$ 62,190,379**	49.95%	1.33%	0.83%
Single Family	**NA19**		120	120	**240**	**100.00%**	$ 62,258,022	$ 62,258,022	**$ 124,516,044**	**100.00%**	**2.66%**	**1.64%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA15	BHHS		1	1	1.14%		$ 349,900	$ 349,900	0.96%	0.01%	0.01%
Single Family	NA15	CBRR	1	2	3	3.41%	$ 253,000	$ 683,000	$ 936,000	2.56%	0.02%	0.01%
Single Family	NA15	DNFR	4	2	6	6.82%	$ 1,546,850	$ 852,950	$ 2,399,800	6.57%	0.06%	0.04%
Single Family	NA15	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	NA15	PREM_PLUS	2	5	7	7.95%	$ 693,999	$ 3,115,500	$ 3,809,499	10.43%	0.09%	0.06%
Single Family	NA15	PREM_SOTH	8	7	15	17.05%	$ 3,718,000	$ 3,165,130	$ 6,883,130	18.85%	0.16%	0.10%
Single Family	NA15	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	NA15	WOOD	7	7	14	15.91%	$ 2,292,000	$ 2,429,999	$ 4,721,999	12.93%	0.11%	0.07%
Single Family	NA15	X-OTHER	22	20	42	47.73%	$ 9,754,430	$ 7,661,800	$ 17,416,230	47.69%	0.42%	0.26%
Single Family	**NA15**		44	44	88	**100.00%**	$ 18,258,279	$ 18,258,279	$ 36,516,558	**100.00%**	**0.87%**	**0.54%**
Single Family	NA16	BHHS	1	4	5	2.81%	$ 405,000	$ 2,637,500	$ 3,042,500	1.72%	0.07%	0.05%
Single Family	NA16	CBRR	2	5	7	3.93%	$ 1,235,500	$ 2,703,279	$ 3,938,779	2.23%	0.09%	0.06%
Single Family	NA16	DNFR	11	7	18	10.11%	$ 5,746,500	$ 9,562,345	$ 15,308,845	8.66%	0.37%	0.23%
Single Family	NA16	KW_ELITE			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	NA16	PREM_PLUS	7	10	17	9.55%	$ 2,886,900	$ 9,666,300	$ 12,553,200	7.10%	0.30%	0.19%
Single Family	NA16	PREM_SOTH	16	15	31	17.42%	$ 26,864,000	$ 23,660,589	$ 50,524,589	28.59%	1.21%	0.75%
Single Family	NA16	ROYAL_SH	3	1	4	2.25%	$ 6,871,000	$ 402,597	$ 7,273,597	4.12%	0.17%	0.11%
Single Family	NA16	WOOD	21	15	36	20.22%	$ 23,034,156	$ 13,797,658	$ 36,831,814	20.84%	0.88%	0.54%
Single Family	NA16	X-OTHER	28	32	60	33.71%	$ 21,314,796	$ 25,927,584	$ 47,242,380	26.73%	1.13%	0.70%
Single Family	**NA16**		89	89	178	**100.00%**	$ 88,357,852	$ 88,357,852	$ 176,715,704	**100.00%**	**4.23%**	**2.61%**
Single Family	NA17	BHHS	3	7	10	3.94%	$ 734,000	$ 2,230,700	$ 2,964,700	3.56%	0.07%	0.04%
Single Family	NA17	CBRR	14	11	25	9.84%	$ 4,776,900	$ 3,965,000	$ 8,741,900	10.50%	0.21%	0.13%
Single Family	NA17	DNFR	11	13	24	9.45%	$ 3,584,500	$ 4,618,150	$ 8,202,650	9.85%	0.20%	0.12%
Single Family	NA17	KW_ELITE	2	2	4	1.57%	$ 590,000	$ 575,000	$ 1,165,000	1.40%	0.03%	0.02%
Single Family	NA17	PREM_PLUS	18	15	33	12.99%	$ 6,338,600	$ 5,227,000	$ 11,565,600	13.89%	0.28%	0.17%
Single Family	NA17	PREM_SOTH	3	4	7	2.76%	$ 832,000	$ 2,049,500	$ 2,881,500	3.46%	0.07%	0.04%
Single Family	NA17	ROYAL_SH	1	1	2	0.79%	$ 368,000	$ 280,000	$ 648,000	0.78%	0.02%	0.01%
Single Family	NA17	WOOD	12	8	20	7.87%	$ 4,368,000	$ 2,589,000	$ 6,957,000	8.36%	0.17%	0.10%
Single Family	NA17	X-OTHER	63	66	129	50.79%	$ 20,030,348	$ 20,087,998	$ 40,118,346	48.19%	0.96%	0.59%
Single Family	**NA17**		127	127	254	**100.00%**	$ 41,622,348	$ 41,622,348	$ 83,244,696	**100.00%**	**1.99%**	**1.23%**
Single Family	NA18	BHHS	1	4	5	2.78%	$ 305,000	$ 1,753,000	$ 2,058,000	3.02%	0.05%	0.03%
Single Family	NA18	CBRR	13	9	22	12.22%	$ 3,654,900	$ 3,746,500	$ 7,401,400	10.85%	0.18%	0.11%
Single Family	NA18	DNFR	13	7	20	11.11%	$ 7,376,250	$ 3,602,500	$ 10,978,750	16.10%	0.26%	0.16%
Single Family	NA18	KW_ELITE		1	1	0.56%		$ 285,000	$ 285,000	0.42%	0.01%	0.00%
Single Family	NA18	PREM_PLUS	16	11	27	15.00%	$ 6,277,000	$ 3,922,800	$ 10,199,800	14.96%	0.24%	0.15%
Single Family	NA18	PREM_SOTH	1		1	0.56%	$ 455,000		$ 455,000	0.67%	0.01%	0.01%
Single Family	NA18	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	NA18	WOOD	7	10	17	9.44%	$ 3,583,000	$ 4,399,250	$ 7,982,250	11.71%	0.19%	0.12%
Single Family	NA18	X-OTHER	39	48	87	48.33%	$ 12,441,346	$ 16,383,446	$ 28,824,792	42.27%	0.69%	0.43%
Single Family	**NA18**		90	90	180	**100.00%**	$ 34,092,496	$ 34,092,496	$ 68,184,992	**100.00%**	**1.63%**	**1.01%**
Single Family	NA19	BHHS	2	3	5	2.48%	$ 1,750,000	$ 1,616,045	$ 3,366,045	3.18%	0.08%	0.05%
Single Family	NA19	CBRR	4	1	5	2.48%	$ 1,605,000	$ 189,000	$ 1,794,000	1.70%	0.04%	0.03%
Single Family	NA19	DNFR	4	11	15	7.43%	$ 1,811,000	$ 7,112,500	$ 8,923,500	8.43%	0.21%	0.13%
Single Family	NA19	KW_ELITE	1		1	0.50%	$ 630,000		$ 630,000	0.60%	0.02%	0.01%
Single Family	NA19	PREM_PLUS	15	15	30	14.85%	$ 8,225,400	$ 6,351,400	$ 14,576,800	13.77%	0.35%	0.22%
Single Family	NA19	PREM_SOTH	5	5	10	4.95%	$ 5,460,000	$ 2,697,100	$ 8,157,100	7.71%	0.20%	0.12%
Single Family	NA19	ROYAL_SH			0	0.00%			$ -	0.00%	0.00%	0.00%
Single Family	NA19	WOOD	11	5	16	7.92%	$ 4,124,500	$ 3,947,500	$ 8,072,000	7.63%	0.19%	0.12%
Single Family	NA19	X-OTHER	59	61	120	59.41%	$ 29,312,197	$ 31,004,552	$ 60,316,749	56.99%	1.44%	0.89%
Single Family	**NA19**		101	101	202	**100.00%**	$ 52,918,097	$ 52,918,097	$ 105,836,194	**100.00%**	**2.53%**	**1.57%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA21	BHHS	11	10	**21**	6.07%	$ 8,105,000	$ 7,911,400	**$ 16,016,400**	5.73%	0.34%	0.14%
Single Family	NA21	CBRR	2	3	**5**	1.45%	$ 1,108,000	$ 2,325,500	**$ 3,433,500**	1.23%	0.07%	0.03%
Single Family	NA21	DNFR	30	27	**57**	16.47%	$ 19,864,700	$ 19,198,686	**$ 39,063,386**	13.98%	0.83%	0.39%
Single Family	NA21	KW_ELITE	4	1	**5**	1.45%	$ 1,895,000	$ 1,400,000	**$ 3,295,000**	1.18%	0.07%	0.03%
Single Family	NA21	PREM_PLUS	10	14	**24**	6.94%	$ 6,542,000	$ 8,901,265	**$ 15,443,265**	5.53%	0.33%	0.16%
Single Family	NA21	PREM_SOTH	7	8	**15**	4.34%	$ 7,160,150	$ 5,217,400	**$ 12,377,550**	4.43%	0.26%	0.10%
Single Family	NA21	ROYAL_SH	1		**1**	0.29%	$ 1,200,000		**$ 1,200,000**	0.43%	0.03%	0.01%
Single Family	NA21	WOOD	24	20	**44**	12.72%	$ 22,288,659	$ 16,944,700	**$ 39,233,359**	14.04%	0.84%	0.30%
Single Family	NA21	X-OTHER	84	90	**174**	50.29%	$ 71,545,855	$ 77,810,413	**$ 149,356,268**	53.45%	3.19%	1.19%
Single Family	**NA21**		173	173	**346**	**100.00%**	$ 139,709,364	$ 139,709,364	**$ 279,418,728**	**100.00%**	**5.97%**	**2.37%**
Single Family	NA22	BHHS	10	9	**19**	6.42%	$ 4,795,500	$ 3,979,250	**$ 8,774,750**	6.86%	0.19%	0.13%
Single Family	NA22	CBRR	8	9	**17**	5.74%	$ 3,518,752	$ 3,927,900	**$ 7,446,652**	5.82%	0.16%	0.12%
Single Family	NA22	DNFR	35	23	**58**	19.59%	$ 15,707,150	$ 11,183,400	**$ 26,890,550**	21.03%	0.57%	0.40%
Single Family	NA22	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA22	PREM_PLUS	12	15	**27**	9.12%	$ 6,080,000	$ 5,467,451	**$ 11,547,451**	9.03%	0.25%	0.18%
Single Family	NA22	PREM_SOTH	11	11	**22**	7.43%	$ 4,701,400	$ 5,258,900	**$ 9,960,300**	7.79%	0.21%	0.15%
Single Family	NA22	ROYAL_SH	2		**2**	0.68%	$ 1,130,000		**$ 1,130,000**	0.88%	0.02%	0.01%
Single Family	NA22	WOOD	14	19	**33**	11.15%	$ 6,130,500	$ 9,143,000	**$ 15,273,500**	11.94%	0.33%	0.23%
Single Family	NA22	X-OTHER	56	62	**118**	39.86%	$ 21,872,658	$ 24,976,059	**$ 46,848,717**	36.64%	1.00%	0.81%
Single Family	**NA22**		148	148	**296**	**100.00%**	$ 63,935,960	$ 63,935,960	**$ 127,871,920**	**100.00%**	**2.73%**	**2.02%**
Single Family	NA23	BHHS		1	**1**	1.67%		$ 240,000	**$ 240,000**	1.01%	0.01%	0.01%
Single Family	NA23	CBRR	1		**1**	1.67%	$ 225,000		**$ 225,000**	0.95%	0.00%	0.01%
Single Family	NA23	DNFR	6	2	**8**	13.33%	$ 2,251,000	$ 868,000	**$ 3,119,000**	13.16%	0.07%	0.05%
Single Family	NA23	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA23	PREM_PLUS	2	1	**3**	5.00%	$ 620,000	$ 357,500	**$ 977,500**	4.13%	0.02%	0.02%
Single Family	NA23	PREM_SOTH		1	**1**	1.67%		$ 289,000	**$ 289,000**	1.22%	0.01%	0.01%
Single Family	NA23	ROYAL_SH	1		**1**	1.67%	$ 500,000		**$ 500,000**	2.11%	0.01%	0.01%
Single Family	NA23	WOOD	2	4	**6**	10.00%	$ 1,110,000	$ 1,879,000	**$ 2,989,000**	12.61%	0.06%	0.04%
Single Family	NA23	X-OTHER	18	21	**39**	65.00%	$ 7,141,295	$ 8,213,795	**$ 15,355,090**	64.80%	0.33%	0.27%
Single Family	**NA23**		30	30	**60**	**100.00%**	$ 11,847,295	$ 11,847,295	**$ 23,694,590**	**100.00%**	**0.51%**	**0.41%**
Single Family	NA24	BHHS	4	1	**5**	2.27%	$ 741,900	$ 210,000	**$ 951,900**	2.39%	0.02%	0.03%
Single Family	NA24	CBRR	3	7	**10**	4.55%	$ 647,668	$ 1,452,700	**$ 2,100,368**	5.28%	0.04%	0.07%
Single Family	NA24	DNFR	5	7	**12**	5.45%	$ 844,400	$ 1,136,100	**$ 1,980,500**	4.98%	0.04%	0.08%
Single Family	NA24	KW_ELITE	1		**1**	0.45%	$ 180,000		**$ 180,000**	0.45%	0.00%	0.01%
Single Family	NA24	PREM_PLUS	15	5	**20**	9.09%	$ 3,087,500	$ 1,000,764	**$ 4,088,264**	10.27%	0.09%	0.14%
Single Family	NA24	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA24	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA24	WOOD	2	1	**3**	1.36%	$ 329,000	$ 187,000	**$ 516,000**	1.30%	0.01%	0.02%
Single Family	NA24	X-OTHER	80	89	**169**	76.82%	$ 14,064,604	$ 15,908,508	**$ 29,973,111**	75.33%	0.64%	1.16%
Single Family	**NA24**		110	110	**220**	**100.00%**	$ 19,895,072	$ 19,895,072	**$ 39,790,143**	**100.00%**	**0.85%**	**1.50%**
Single Family	NA31	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA31	CBRR	1		**1**	1.72%	$ 400,000		**$ 400,000**	1.76%	0.01%	0.01%
Single Family	NA31	DNFR	2	3	**5**	8.62%	$ 471,275	$ 1,607,370	**$ 2,078,645**	9.15%	0.04%	0.03%
Single Family	NA31	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA31	PREM_PLUS		4	**4**	6.90%		$ 1,065,995	**$ 1,065,995**	4.69%	0.02%	0.03%
Single Family	NA31	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA31	ROYAL_SH		3	**3**	5.17%		$ 1,096,000	**$ 1,096,000**	4.83%	0.02%	0.02%
Single Family	NA31	WOOD	1	1	**2**	3.45%	$ 362,500	$ 413,288	**$ 775,788**	3.42%	0.02%	0.01%
Single Family	NA31	X-OTHER	25	18	**43**	74.14%	$ 10,120,627	$ 7,171,749	**$ 17,292,376**	76.15%	0.37%	0.29%
Single Family	**NA31**		29	29	**58**	**100.00%**	$ 11,354,402	$ 11,354,402	**$ 22,708,804**	**100.00%**	**0.49%**	**0.40%**

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Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA21	BHHS	13	21	**34**	10.12%	$ 8,557,500	$ 15,394,116	**$ 23,951,616**	8.85%	0.57%	0.35%
Single Family	NA21	CBRR	2	4	**6**	1.79%	$ 1,180,000	$ 3,686,900	**$ 4,866,900**	1.80%	0.12%	0.07%
Single Family	NA21	DNFR	16	17	**33**	9.82%	$ 9,494,000	$ 12,556,400	**$ 22,050,400**	8.15%	0.53%	0.33%
Single Family	NA21	KW_ELITE	3	1	**4**	1.19%	$ 2,100,000	$ 740,000	**$ 2,840,000**	1.05%	0.07%	0.04%
Single Family	NA21	PREM_PLUS	7	6	**13**	3.87%	$ 6,752,500	$ 3,662,400	**$ 10,414,900**	3.85%	0.25%	0.15%
Single Family	NA21	PREM_SOTH	7	9	**16**	4.76%	$ 6,155,000	$ 8,712,603	**$ 14,867,603**	5.49%	0.36%	0.22%
Single Family	NA21	ROYAL_SH	5	2	**7**	2.08%	$ 3,343,000	$ 1,235,000	**$ 4,578,000**	1.69%	0.11%	0.07%
Single Family	NA21	WOOD	27	28	**55**	16.37%	$ 20,242,116	$ 26,287,907	**$ 46,530,023**	17.19%	1.11%	0.69%
Single Family	NA21	X-OTHER	88	80	**168**	50.00%	$ 77,494,455	$ 63,043,245	**$ 140,537,700**	51.93%	3.36%	2.08%
Single Family	**NA21**		168	168	**336**	**100.00%**	$ 135,318,571	$ 135,318,571	**$ 270,637,142**	**100.00%**	**6.48%**	**4.00%**
Single Family	NA22	BHHS	2	5	**7**	2.76%	$ 908,500	$ 2,317,500	**$ 3,226,000**	2.65%	0.08%	0.05%
Single Family	NA22	CBRR	3	4	**7**	2.76%	$ 1,828,000	$ 1,528,000	**$ 3,356,000**	2.75%	0.08%	0.05%
Single Family	NA22	DNFR	21	14	**35**	13.78%	$ 10,313,400	$ 5,912,360	**$ 16,225,760**	13.31%	0.39%	0.24%
Single Family	NA22	KW_ELITE	1	1	**2**	0.79%	$ 274,000	$ 670,000	**$ 944,000**	0.77%	0.02%	0.01%
Single Family	NA22	PREM_PLUS	9	12	**21**	8.27%	$ 6,084,900	$ 4,752,500	**$ 10,837,400**	8.89%	0.26%	0.16%
Single Family	NA22	PREM_SOTH	8	6	**14**	5.51%	$ 4,675,000	$ 3,504,400	**$ 8,179,400**	6.71%	0.20%	0.12%
Single Family	NA22	ROYAL_SH	1	1	**2**	0.79%	$ 511,000	$ 244,000	**$ 755,000**	0.62%	0.02%	0.01%
Single Family	NA22	WOOD	18	11	**29**	11.42%	$ 8,076,500	$ 5,640,859	**$ 13,717,359**	11.25%	0.33%	0.20%
Single Family	NA22	X-OTHER	64	73	**137**	53.94%	$ 28,280,404	$ 36,382,085	**$ 64,662,489**	53.04%	1.55%	0.96%
Single Family	**NA22**		127	127	**254**	**100.00%**	$ 60,951,704	$ 60,951,704	**$ 121,903,408**	**100.00%**	**2.92%**	**1.80%**
Single Family	NA23	BHHS		2	**2**	3.13%		$ 798,000	**$ 798,000**	2.95%	0.02%	0.01%
Single Family	NA23	CBRR	5		**5**	7.81%	$ 2,005,000		**$ 2,005,000**	7.41%	0.05%	0.03%
Single Family	NA23	DNFR	4	2	**6**	9.38%	$ 2,199,000	$ 790,000	**$ 2,989,000**	11.05%	0.07%	0.04%
Single Family	NA23	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA23	PREM_PLUS	4	4	**8**	12.50%	$ 2,259,500	$ 1,820,000	**$ 4,079,500**	15.08%	0.10%	0.06%
Single Family	NA23	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA23	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA23	WOOD	2		**2**	3.13%	$ 891,000		**$ 891,000**	3.29%	0.02%	0.01%
Single Family	NA23	X-OTHER	17	24	**41**	64.06%	$ 6,173,022	$ 10,119,522	**$ 16,292,544**	60.22%	0.39%	0.24%
Single Family	**NA23**		32	32	**64**	**100.00%**	$ 13,527,522	$ 13,527,522	**$ 27,055,044**	**100.00%**	**0.65%**	**0.40%**
Single Family	NA24	BHHS	2		**2**	1.11%	$ 510,500		**$ 510,500**	1.25%	0.01%	0.01%
Single Family	NA24	CBRR	6	1	**7**	3.89%	$ 1,345,500	$ 178,000	**$ 1,523,500**	3.74%	0.04%	0.02%
Single Family	NA24	DNFR	5	4	**9**	5.00%	$ 1,146,200	$ 1,026,100	**$ 2,172,300**	5.34%	0.05%	0.03%
Single Family	NA24	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA24	PREM_PLUS	10	10	**20**	11.11%	$ 2,283,400	$ 2,182,900	**$ 4,466,300**	10.98%	0.11%	0.07%
Single Family	NA24	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA24	ROYAL_SH	1		**1**	0.56%	$ 225,000		**$ 225,000**	0.55%	0.01%	0.00%
Single Family	NA24	WOOD	1	3	**4**	2.22%	$ 245,000	$ 759,900	**$ 1,004,900**	2.47%	0.02%	0.01%
Single Family	NA24	X-OTHER	65	72	**137**	76.11%	$ 14,588,625	$ 16,197,325	**$ 30,785,950**	75.66%	0.74%	0.46%
Single Family	**NA24**		90	90	**180**	**100.00%**	$ 20,344,225	$ 20,344,225	**$ 40,688,450**	**100.00%**	**0.97%**	**0.60%**
Single Family	NA31	BHHS	2	2	**4**	5.26%	$ 845,900	$ 1,362,730	**$ 2,208,630**	6.41%	0.05%	0.03%
Single Family	NA31	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA31	DNFR	2	5	**7**	9.21%	$ 695,000	$ 2,004,630	**$ 2,699,630**	7.84%	0.06%	0.04%
Single Family	NA31	KW_ELITE	1		**1**	1.32%	$ 355,000		**$ 355,000**	1.03%	0.01%	0.01%
Single Family	NA31	PREM_PLUS	2	2	**4**	5.26%	$ 740,000	$ 695,000	**$ 1,435,000**	4.17%	0.03%	0.02%
Single Family	NA31	PREM_SOTH		1	**1**	1.32%		$ 713,165	**$ 713,165**	2.07%	0.02%	0.01%
Single Family	NA31	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA31	WOOD	1	1	**2**	2.63%	$ 462,500	$ 280,000	**$ 742,500**	2.16%	0.02%	0.01%
Single Family	NA31	X-OTHER	30	27	**57**	75.00%	$ 14,125,010	$ 12,167,885	**$ 26,292,895**	76.33%	0.63%	0.39%
Single Family	**NA31**		38	38	**76**	**100.00%**	$ 17,223,410	$ 17,223,410	**$ 34,446,820**	**100.00%**	**0.82%**	**0.51%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA32	BHHS		1	**1**	10.00%		$ 136,000	**$ 136,000**	9.57%	0.00%	0.01%
Single Family	NA32	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	DNFR				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	PREM_PLUS	1		**1**	10.00%	$ 220,000		**$ 220,000**	15.48%	0.00%	0.01%
Single Family	NA32	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	WOOD				0.00%				0.00%	0.00%	0.00%
Single Family	NA32	X-OTHER	4	4	**8**	80.00%	$ 490,601	$ 574,601	**$ 1,065,202**	74.95%	0.02%	0.05%
Single Family	**NA32**		5	5	**10**	**100.00%**	$ 710,601	$ 710,601	**$ 1,421,202**	**100.00%**	**0.03%**	**0.07%**
Single Family	NA33	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	DNFR				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	WOOD				0.00%				0.00%	0.00%	0.00%
Single Family	NA33	X-OTHER	1	1	**2**	100.00%	$ 102,550	$ 102,550	**$ 205,100**	100.00%	0.00%	0.01%
Single Family	**NA33**		1	1	**2**	**100.00%**	$ 102,550	$ 102,550	**$ 205,100**	**100.00%**	**0.00%**	**0.01%**
Single Family	NA34	BHHS	3	1	**4**	2.53%	$ 970,000	$ 360,000	**$ 1,330,000**	2.86%	0.03%	0.03%
Single Family	NA34	CBRR	4	5	**9**	5.70%	$ 1,250,000	$ 1,469,000	**$ 2,719,000**	5.84%	0.06%	0.06%
Single Family	NA34	DNFR	10	7	**17**	10.76%	$ 3,482,000	$ 2,085,900	**$ 5,567,900**	11.96%	0.12%	0.12%
Single Family	NA34	KW_ELITE	1	1	**2**	1.27%	$ 295,000	$ 288,400	**$ 583,400**	1.25%	0.01%	0.01%
Single Family	NA34	PREM_PLUS	9	13	**22**	13.92%	$ 2,628,000	$ 3,897,500	**$ 6,525,500**	14.02%	0.14%	0.15%
Single Family	NA34	PREM_SOTH	1	2	**3**	1.90%	$ 380,000	$ 715,000	**$ 1,095,000**	2.35%	0.02%	0.02%
Single Family	NA34	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA34	WOOD	3	11	**14**	8.86%	$ 963,000	$ 3,370,400	**$ 4,333,400**	9.31%	0.09%	0.10%
Single Family	NA34	X-OTHER	48	39	**87**	55.06%	$ 13,303,251	$ 11,085,051	**$ 24,388,302**	52.40%	0.52%	0.59%
Single Family	**NA34**		79	79	**158**	**100.00%**	$ 23,271,251	$ 23,271,251	**$ 46,542,502**	**100.00%**	**0.99%**	**1.08%**
Single Family	NA35	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	CBRR		1	**1**	25.00%		$ 213,000	**$ 213,000**	16.44%	0.00%	0.01%
Single Family	NA35	DNFR				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	PREM_PLUS				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA35	WOOD		1	**1**	25.00%		$ 435,000	**$ 435,000**	33.56%	0.01%	0.01%
Single Family	NA35	X-OTHER	2		**2**	50.00%	$ 648,000		**$ 648,000**	50.00%	0.01%	0.01%
Single Family	**NA35**		2	2	**4**	**100.00%**	$ 648,000	$ 648,000	**$ 1,296,000**	**100.00%**	**0.03%**	**0.03%**
Single Family	NA36	BHHS	4	3	**7**	7.45%	$ 1,280,140	$ 966,623	**$ 2,246,763**	10.33%	0.05%	0.05%
Single Family	NA36	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA36	DNFR		1	**1**	1.06%		$ 196,000	**$ 196,000**	0.90%	0.00%	0.01%
Single Family	NA36	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA36	PREM_PLUS	2	2	**4**	4.26%	$ 665,000	$ 510,301	**$ 1,175,301**	5.41%	0.03%	0.03%
Single Family	NA36	PREM_SOTH		2	**2**	2.13%		$ 760,255	**$ 760,255**	3.50%	0.02%	0.01%
Single Family	NA36	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA36	WOOD	7	10	**17**	18.09%	$ 2,007,500	$ 3,009,000	**$ 5,016,500**	23.07%	0.11%	0.12%
Single Family	NA36	X-OTHER	34	29	**63**	67.02%	$ 6,917,886	$ 5,428,347	**$ 12,346,233**	56.79%	0.26%	0.43%
Single Family	**NA36**		47	47	**94**	**100.00%**	$ 10,870,526	$ 10,870,526	**$ 21,741,052**	**100.00%**	**0.46%**	**0.64%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA32	BHHS	1		**1**	12.50%	$ 222,400		**$ 222,400**	11.27%	0.01%	0.00%
Single Family	NA32	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	DNFR		1	**1**	12.50%		$ 222,400	**$ 222,400**	11.27%	0.01%	0.00%
Single Family	NA32	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA32	X-OTHER	3	3	**6**	75.00%	$ 764,000	$ 764,000	**$ 1,528,000**	77.45%	0.04%	0.02%
Single Family	**NA32**		4	4	**8**	**100.00%**	$ 986,400	$ 986,400	**$ 1,972,800**	**100.00%**	**0.05%**	**0.03%**
Single Family	NA33	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	DNFR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA33	X-OTHER	1	1	**2**	100.00%	$ 90,000	$ 90,000	**$ 180,000**	100.00%	0.00%	0.00%
Single Family	**NA33**		1	1	**2**	**100.00%**	$ 90,000	$ 90,000	**$ 180,000**	**100.00%**	**0.00%**	**0.00%**
Single Family	NA34	BHHS		2	**2**	1.85%		$ 697,000	**$ 697,000**	2.05%	0.02%	0.01%
Single Family	NA34	CBRR	2	5	**7**	6.48%	$ 725,000	$ 1,692,150	**$ 2,417,150**	7.11%	0.06%	0.04%
Single Family	NA34	DNFR	9	7	**16**	14.81%	$ 3,040,000	$ 2,374,995	**$ 5,414,995**	15.92%	0.13%	0.08%
Single Family	NA34	KW_ELITE	1		**1**	0.93%	$ 270,000		**$ 270,000**	0.79%	0.01%	0.00%
Single Family	NA34	PREM_PLUS	5	4	**9**	8.33%	$ 1,482,000	$ 1,210,000	**$ 2,692,000**	7.92%	0.06%	0.04%
Single Family	NA34	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA34	ROYAL_SH	1		**1**	0.93%	$ 275,000		**$ 275,000**	0.81%	0.01%	0.00%
Single Family	NA34	WOOD	2	1	**3**	2.78%	$ 661,000	$ 325,000	**$ 986,000**	2.90%	0.02%	0.01%
Single Family	NA34	X-OTHER	34	35	**69**	63.89%	$ 10,551,698	$ 10,705,553	**$ 21,257,251**	62.50%	0.51%	0.31%
Single Family	**NA34**		54	54	**108**	**100.00%**	$ 17,004,698	$ 17,004,698	**$ 34,009,396**	**100.00%**	**0.81%**	**0.50%**
Single Family	NA35	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	DNFR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	WOOD			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA35	X-OTHER	3	3	**6**	100.00%	$ 549,750	$ 549,750	**$ 1,099,500**	100.00%	0.03%	0.02%
Single Family	**NA35**		3	3	**6**	**100.00%**	$ 549,750	$ 549,750	**$ 1,099,500**	**100.00%**	**0.03%**	**0.02%**
Single Family	NA36	BHHS	2	1	**3**	4.05%	$ 695,000	$ 275,000	**$ 970,000**	5.68%	0.02%	0.01%
Single Family	NA36	CBRR		1	**1**	1.35%		$ 38,000	**$ 38,000**	0.22%	0.00%	0.00%
Single Family	NA36	DNFR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA36	KW_ELITE	1		**1**	1.35%	$ 290,000		**$ 290,000**	1.70%	0.01%	0.00%
Single Family	NA36	PREM_PLUS		1	**1**	1.35%		$ 324,000	**$ 324,000**	1.90%	0.01%	0.00%
Single Family	NA36	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA36	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA36	WOOD	6	7	**13**	17.57%	$ 1,565,000	$ 2,130,680	**$ 3,695,680**	21.66%	0.09%	0.05%
Single Family	NA36	X-OTHER	28	27	**55**	74.32%	$ 5,981,287	$ 5,763,607	**$ 11,744,894**	68.83%	0.28%	0.17%
Single Family	**NA36**		37	37	**74**	**100.00%**	$ 8,531,287	$ 8,531,287	**$ 17,062,574**	**100.00%**	**0.41%**	**0.25%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA37	BHHS	6	4	**10**	9.62%	$ 2,396,900	$ 1,683,000	**$ 4,079,900**	10.23%	0.09%	0.07%
Single Family	NA37	CBRR		2	**2**	1.92%		$ 585,000	**$ 585,000**	1.47%	0.01%	0.01%
Single Family	NA37	DNFR	2		**2**	1.92%	$ 915,000		**$ 915,000**	2.29%	0.02%	0.01%
Single Family	NA37	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA37	PREM_PLUS	8	10	**18**	17.31%	$ 2,738,800	$ 3,735,000	**$ 6,473,800**	16.23%	0.14%	0.12%
Single Family	NA37	PREM_SOTH	2	2	**4**	3.85%	$ 727,500	$ 847,500	**$ 1,575,000**	3.95%	0.03%	0.03%
Single Family	NA37	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA37	WOOD	2	1	**3**	2.88%	$ 890,000	$ 490,000	**$ 1,380,000**	3.46%	0.03%	0.02%
Single Family	NA37	X-OTHER	32	33	**65**	62.50%	$ 12,273,420	$ 12,601,120	**$ 24,874,540**	62.37%	0.53%	0.44%
Single Family	**NA37**		52	52	**104**	**100.00%**	$ 19,941,620	$ 19,941,620	**$ 39,883,240**	**100.00%**	**0.85%**	**0.71%**
Single Family	NA38	BHHS	1	2	**3**	3.06%	$ 360,000	$ 805,000	**$ 1,165,000**	2.12%	0.02%	0.02%
Single Family	NA38	CBRR	2		**2**	2.04%	$ 1,065,000		**$ 1,065,000**	1.93%	0.02%	0.01%
Single Family	NA38	DNFR	2	5	**7**	7.14%	$ 1,358,000	$ 2,731,000	**$ 4,089,000**	7.43%	0.09%	0.05%
Single Family	NA38	KW_ELITE		1	**1**	1.02%		$ 810,000	**$ 810,000**	1.47%	0.02%	0.01%
Single Family	NA38	PREM_PLUS	6	7	**13**	13.27%	$ 2,705,900	$ 3,724,900	**$ 6,430,800**	11.68%	0.14%	0.09%
Single Family	NA38	PREM_SOTH	14	11	**25**	25.51%	$ 8,609,830	$ 5,309,830	**$ 13,919,660**	25.29%	0.30%	0.17%
Single Family	NA38	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA38	WOOD		1	**1**	1.02%		$ 802,000	**$ 802,000**	1.46%	0.02%	0.01%
Single Family	NA38	X-OTHER	24	22	**46**	46.94%	$ 13,425,008	$ 13,341,008	**$ 26,766,016**	48.62%	0.57%	0.31%
Single Family	**NA38**		49	49	**98**	**100.00%**	$ 27,523,738	$ 27,523,738	**$ 55,047,476**	**100.00%**	**1.18%**	**0.67%**
Single Family	NA39	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA39	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA39	DNFR	1	1	**2**	10.00%	$ 190,000	$ 592,000	**$ 782,000**	9.17%	0.02%	0.01%
Single Family	NA39	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA39	PREM_PLUS	3	1	**4**	20.00%	$ 1,207,000	$ 625,000	**$ 1,832,000**	21.49%	0.04%	0.03%
Single Family	NA39	PREM_SOTH	1	1	**2**	10.00%	$ 650,000	$ 650,000	**$ 1,300,000**	15.25%	0.03%	0.01%
Single Family	NA39	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA39	WOOD	1		**1**	5.00%	$ 240,000		**$ 240,000**	2.82%	0.01%	0.01%
Single Family	NA39	X-OTHER	4	7	**11**	55.00%	$ 1,975,500	$ 2,395,500	**$ 4,371,000**	51.27%	0.09%	0.08%
Single Family	**NA39**		10	10	**20**	**100.00%**	$ 4,262,500	$ 4,262,500	**$ 8,525,000**	**100.00%**	**0.18%**	**0.14%**
Single Family	NA41	BHHS	4	1	**5**	4.90%	$ 1,541,500	$ 392,000	**$ 1,933,500**	5.78%	0.04%	0.03%
Single Family	NA41	CBRR	5	1	**6**	5.88%	$ 1,724,900	$ 295,000	**$ 2,019,900**	6.04%	0.04%	0.04%
Single Family	NA41	DNFR	9	2	**11**	10.78%	$ 3,350,905	$ 564,005	**$ 3,914,910**	11.71%	0.08%	0.08%
Single Family	NA41	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA41	PREM_PLUS	1	3	**4**	3.92%	$ 230,000	$ 646,500	**$ 876,500**	2.62%	0.02%	0.03%
Single Family	NA41	PREM_SOTH		2	**2**	1.96%		$ 860,000	**$ 860,000**	2.57%	0.02%	0.01%
Single Family	NA41	ROYAL_SH		2	**2**	1.96%		$ 997,000	**$ 997,000**	2.98%	0.02%	0.01%
Single Family	NA41	WOOD	2	2	**4**	3.92%	$ 775,000	$ 1,240,500	**$ 2,015,500**	6.03%	0.04%	0.03%
Single Family	NA41	X-OTHER	30	38	**68**	66.67%	$ 9,098,992	$ 11,726,292	**$ 20,825,284**	62.27%	0.44%	0.46%
Single Family	**NA41**		51	51	**102**	**100.00%**	$ 16,721,297	$ 16,721,297	**$ 33,442,594**	**100.00%**	**0.71%**	**0.70%**
Single Family	NA42	BHHS	1		**1**	1.09%	$ 288,000		**$ 288,000**	1.14%	0.01%	0.01%
Single Family	NA42	CBRR	4	3	**7**	7.61%	$ 966,500	$ 672,500	**$ 1,639,000**	6.51%	0.04%	0.05%
Single Family	NA42	DNFR	5	5	**10**	10.87%	$ 1,564,000	$ 1,254,900	**$ 2,818,900**	11.20%	0.06%	0.07%
Single Family	NA42	KW_ELITE		1	**1**	1.09%		$ 465,000	**$ 465,000**	1.85%	0.01%	0.01%
Single Family	NA42	PREM_PLUS	8	6	**14**	15.22%	$ 2,359,377	$ 2,093,250	**$ 4,452,627**	17.70%	0.10%	0.10%
Single Family	NA42	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA42	ROYAL_SH	1	1	**2**	2.17%	$ 155,000	$ 155,000	**$ 310,000**	1.23%	0.01%	0.01%
Single Family	NA42	WOOD	1	3	**4**	4.35%	$ 420,000	$ 769,500	**$ 1,189,500**	4.73%	0.03%	0.03%
Single Family	NA42	X-OTHER	26	27	**53**	57.61%	$ 6,827,850	$ 7,170,577	**$ 13,998,427**	55.63%	0.30%	0.36%
Single Family	**NA42**		46	46	**92**	**100.00%**	$ 12,580,727	$ 12,580,727	**$ 25,161,454**	**100.00%**	**0.54%**	**0.63%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA37	BHHS	3	3	**6**	5.17%	$ 1,123,000	$ 1,973,000	**$ 3,096,000**	5.82%	0.07%	0.05%
Single Family	NA37	CBRR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA37	DNFR			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA37	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA37	PREM_PLUS	3	3	**6**	5.17%	$ 1,500,500	$ 1,347,795	**$ 2,848,295**	5.36%	0.07%	0.04%
Single Family	NA37	PREM_SOTH	4	4	**8**	6.90%	$ 1,689,000	$ 1,727,566	**$ 3,416,566**	6.43%	0.08%	0.05%
Single Family	NA37	ROYAL_SH		3	**3**	2.59%		$ 1,004,534	**$ 1,004,534**	1.89%	0.02%	0.01%
Single Family	NA37	WOOD	1	3	**4**	3.45%	$ 1,230,000	$ 1,098,975	**$ 2,328,975**	4.38%	0.06%	0.03%
Single Family	NA37	X-OTHER	47	42	**89**	76.72%	$ 21,034,592	$ 19,425,222	**$ 40,459,814**	76.12%	0.97%	0.60%
Single Family	**NA37**		58	58	**116**	**100.00%**	$ 26,577,092	$ 26,577,092	**$ 53,154,184**	**100.00%**	**1.27%**	**0.79%**
Single Family	NA38	BHHS		2	**2**	1.79%		$ 1,205,000	**$ 1,205,000**	1.76%	0.03%	0.02%
Single Family	NA38	CBRR	1	4	**5**	4.46%	$ 455,000	$ 1,810,000	**$ 2,265,000**	3.31%	0.05%	0.03%
Single Family	NA38	DNFR	2	4	**6**	5.36%	$ 1,260,000	$ 2,764,410	**$ 4,024,410**	5.87%	0.10%	0.06%
Single Family	NA38	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA38	PREM_PLUS	2	3	**5**	4.46%	$ 1,314,000	$ 1,706,650	**$ 3,020,650**	4.41%	0.07%	0.04%
Single Family	NA38	PREM_SOTH	21	14	**35**	31.25%	$ 13,138,614	$ 8,476,114	**$ 21,614,728**	31.54%	0.52%	0.32%
Single Family	NA38	ROYAL_SH		1	**1**	0.89%		$ 714,910	**$ 714,910**	1.04%	0.02%	0.01%
Single Family	NA38	WOOD	1	3	**4**	3.57%	$ 515,000	$ 3,685,000	**$ 4,200,000**	6.13%	0.10%	0.06%
Single Family	NA38	X-OTHER	29	25	**54**	48.21%	$ 17,581,436	$ 13,901,966	**$ 31,483,402**	45.94%	0.75%	0.47%
Single Family	**NA38**		56	56	**112**	**100.00%**	$ 34,264,050	$ 34,264,050	**$ 68,528,100**	**100.00%**	**1.64%**	**1.01%**
Single Family	NA39	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA39	CBRR	1		**1**	5.56%	$ 180,000		**$ 180,000**	2.33%	0.00%	0.00%
Single Family	NA39	DNFR	1	1	**2**	11.11%	$ 525,000	$ 475,000	**$ 1,000,000**	12.93%	0.02%	0.01%
Single Family	NA39	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA39	PREM_PLUS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA39	PREM_SOTH		1	**1**	5.56%		$ 650,000	**$ 650,000**	8.41%	0.02%	0.01%
Single Family	NA39	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA39	WOOD	1		**1**	5.56%	$ 338,000		**$ 338,000**	4.37%	0.01%	0.01%
Single Family	NA39	X-OTHER	6	7	**13**	72.22%	$ 2,823,000	$ 2,741,000	**$ 5,564,000**	71.96%	0.13%	0.08%
Single Family	**NA39**		9	9	**18**	**100.00%**	$ 3,866,000	$ 3,866,000	**$ 7,732,000**	**100.00%**	**0.19%**	**0.11%**
Single Family	NA41	BHHS	2		**2**	2.70%	$ 923,000		**$ 923,000**	3.58%	0.02%	0.01%
Single Family	NA41	CBRR	2	4	**6**	8.11%	$ 573,700	$ 1,488,077	**$ 2,061,777**	7.99%	0.05%	0.03%
Single Family	NA41	DNFR	1	2	**3**	4.05%	$ 211,100	$ 762,000	**$ 973,100**	3.77%	0.02%	0.01%
Single Family	NA41	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA41	PREM_PLUS	8	2	**10**	13.51%	$ 2,628,000	$ 634,000	**$ 3,262,000**	12.64%	0.08%	0.05%
Single Family	NA41	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA41	ROYAL_SH		1	**1**	1.35%		$ 211,100	**$ 211,100**	0.82%	0.01%	0.00%
Single Family	NA41	WOOD	3	3	**6**	8.11%	$ 1,727,000	$ 991,000	**$ 2,718,000**	10.53%	0.07%	0.04%
Single Family	NA41	X-OTHER	21	25	**46**	62.16%	$ 6,844,566	$ 8,821,189	**$ 15,665,755**	60.69%	0.37%	0.23%
Single Family	**NA41**		37	37	**74**	**100.00%**	$ 12,907,366	$ 12,907,366	**$ 25,814,732**	**100.00%**	**0.62%**	**0.38%**
Single Family	NA42	BHHS	1	1	**2**	3.23%	$ 241,000	$ 241,000	**$ 482,000**	2.82%	0.01%	0.01%
Single Family	NA42	CBRR		2	**2**	3.23%		$ 680,000	**$ 680,000**	3.98%	0.02%	0.01%
Single Family	NA42	DNFR		5	**5**	8.06%		$ 1,438,325	**$ 1,438,325**	8.41%	0.03%	0.02%
Single Family	NA42	KW_ELITE		1	**1**	1.61%		$ 362,000	**$ 362,000**	2.12%	0.01%	0.01%
Single Family	NA42	PREM_PLUS	4	3	**7**	11.29%	$ 1,168,900	$ 662,500	**$ 1,831,400**	10.71%	0.04%	0.03%
Single Family	NA42	PREM_SOTH		1	**1**	1.61%		$ 285,000	**$ 285,000**	1.67%	0.01%	0.00%
Single Family	NA42	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA42	WOOD	2	2	**4**	6.45%	$ 645,000	$ 555,000	**$ 1,200,000**	7.02%	0.03%	0.02%
Single Family	NA42	X-OTHER	24	16	**40**	64.52%	$ 6,491,998	$ 4,323,073	**$ 10,815,071**	63.27%	0.26%	0.16%
Single Family	**NA42**		31	31	**62**	**100.00%**	$ 8,546,898	$ 8,546,898	**$ 17,093,796**	**100.00%**	**0.41%**	**0.25%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA43	BHHS	1		**1**	2.38%	$ 165,000		**$ 165,000**	1.37%	0.00%	0.01%
Single Family	NA43	CBRR	1	1	**2**	4.76%	$ 240,000	$ 180,000	**$ 420,000**	3.48%	0.01%	0.01%
Single Family	NA43	DNFR	3	4	**7**	16.67%	$ 772,000	$ 1,469,850	**$ 2,241,850**	18.55%	0.05%	0.05%
Single Family	NA43	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA43	PREM_PLUS	2	3	**5**	11.90%	$ 531,500	$ 1,287,500	**$ 1,819,000**	15.05%	0.04%	0.03%
Single Family	NA43	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA43	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA43	WOOD				0.00%				0.00%	0.00%	0.00%
Single Family	NA43	X-OTHER	14	13	**27**	64.29%	$ 4,333,250	$ 3,104,400	**$ 7,437,650**	61.55%	0.16%	0.18%
Single Family	**NA43**		21	21	**42**	**100.00%**	$ 6,041,750	$ 6,041,750	**$ 12,083,500**	**100.00%**	**0.26%**	**0.29%**
Single Family	NA44	BHHS	2		**2**	2.94%	$ 690,000		**$ 690,000**	3.83%	0.01%	0.01%
Single Family	NA44	CBRR	1	1	**2**	2.94%	$ 285,000	$ 284,900	**$ 569,900**	3.17%	0.01%	0.01%
Single Family	NA44	DNFR	5	2	**7**	10.29%	$ 1,602,000	$ 673,000	**$ 2,275,000**	12.63%	0.05%	0.05%
Single Family	NA44	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA44	PREM_PLUS	2	7	**9**	13.24%	$ 389,700	$ 1,739,700	**$ 2,129,400**	11.83%	0.05%	0.06%
Single Family	NA44	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA44	ROYAL_SH		1	**1**	1.47%		$ 215,000	**$ 215,000**	1.19%	0.00%	0.01%
Single Family	NA44	WOOD	3		**3**	4.41%	$ 622,000		**$ 622,000**	3.45%	0.01%	0.02%
Single Family	NA44	X-OTHER	21	23	**44**	64.71%	$ 5,414,175	$ 6,090,275	**$ 11,504,450**	63.89%	0.25%	0.30%
Single Family	**NA44**		34	34	**68**	**100.00%**	$ 9,002,875	$ 9,002,875	**$ 18,005,750**	**100.00%**	**0.38%**	**0.46%**
Single Family	NA45	BHHS	1		**1**	2.08%	$ 174,000		**$ 174,000**	1.68%	0.00%	0.01%
Single Family	NA45	CBRR		1	**1**	2.08%		$ 430,000	**$ 430,000**	4.15%	0.01%	0.01%
Single Family	NA45	DNFR	4	3	**7**	14.58%	$ 729,900	$ 576,000	**$ 1,305,900**	12.60%	0.03%	0.05%
Single Family	NA45	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA45	PREM_PLUS		2	**2**	4.17%		$ 460,000	**$ 460,000**	4.44%	0.01%	0.01%
Single Family	NA45	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA45	ROYAL_SH	1	1	**2**	4.17%	$ 175,000	$ 175,000	**$ 350,000**	3.38%	0.01%	0.01%
Single Family	NA45	WOOD	1	2	**3**	6.25%	$ 191,000	$ 427,000	**$ 618,000**	5.96%	0.01%	0.02%
Single Family	NA45	X-OTHER	17	15	**32**	66.67%	$ 3,913,100	$ 3,115,000	**$ 7,028,100**	67.80%	0.15%	0.22%
Single Family	**NA45**		24	24	**48**	**100.00%**	$ 5,183,000	$ 5,183,000	**$ 10,366,000**	**100.00%**	**0.22%**	**0.33%**
Single Family	NA46	BHHS	2	1	**3**	2.46%	$ 412,400	$ 370,000	**$ 782,400**	2.89%	0.02%	0.02%
Single Family	NA46	CBRR	5	5	**10**	8.20%	$ 1,593,000	$ 1,087,700	**$ 2,680,700**	9.90%	0.06%	0.07%
Single Family	NA46	DNFR	2	3	**5**	4.10%	$ 420,000	$ 584,800	**$ 1,004,800**	3.71%	0.02%	0.03%
Single Family	NA46	KW_ELITE	1	1	**2**	1.64%	$ 200,000	$ 200,000	**$ 400,000**	1.48%	0.01%	0.01%
Single Family	NA46	PREM_PLUS	4	7	**11**	9.02%	$ 938,450	$ 1,655,100	**$ 2,593,550**	9.58%	0.06%	0.08%
Single Family	NA46	PREM_SOTH		3	**3**	2.46%		$ 1,153,500	**$ 1,153,500**	4.26%	0.02%	0.02%
Single Family	NA46	ROYAL_SH	1		**1**	0.82%	$ 174,000		**$ 174,000**	0.64%	0.00%	0.01%
Single Family	NA46	WOOD	5	2	**7**	5.74%	$ 1,243,600	$ 303,000	**$ 1,546,600**	5.71%	0.03%	0.05%
Single Family	NA46	X-OTHER	41	39	**80**	65.57%	$ 8,551,651	$ 8,179,001	**$ 16,730,652**	61.81%	0.36%	0.55%
Single Family	**NA46**		61	61	**122**	**100.00%**	$ 13,533,101	$ 13,533,101	**$ 27,066,202**	**100.00%**	**0.58%**	**0.83%**
Single Family	NA47	BHHS	1		**1**	0.88%	$ 223,000		**$ 223,000**	0.91%	0.00%	0.01%
Single Family	NA47	CBRR	2	1	**3**	2.63%	$ 407,000	$ 191,000	**$ 598,000**	2.45%	0.01%	0.02%
Single Family	NA47	DNFR	6	4	**10**	8.77%	$ 1,274,800	$ 1,074,000	**$ 2,348,800**	9.62%	0.05%	0.07%
Single Family	NA47	KW_ELITE	1		**1**	0.88%	$ 236,000		**$ 236,000**	0.97%	0.01%	0.01%
Single Family	NA47	PREM_PLUS	8	8	**16**	14.04%	$ 2,497,300	$ 1,467,500	**$ 3,964,800**	16.24%	0.08%	0.11%
Single Family	NA47	PREM_SOTH				0.00%				0.00%	0.00%	0.00%
Single Family	NA47	ROYAL_SH		1	**1**	0.88%		$ 190,000	**$ 190,000**	0.78%	0.00%	0.01%
Single Family	NA47	WOOD	1	4	**5**	4.39%	$ 200,000	$ 689,700	**$ 889,700**	3.64%	0.02%	0.03%
Single Family	NA47	X-OTHER	38	39	**77**	67.54%	$ 7,367,678	$ 8,593,578	**$ 15,961,256**	65.38%	0.34%	0.53%
Single Family	**NA47**		57	57	**114**	**100.00%**	$ 12,205,778	$ 12,205,778	**$ 24,411,556**	**100.00%**	**0.52%**	**0.78%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA43	BHHS	1	2	**3**	6.00%	$ 374,000	$ 789,000	**$ 1,163,000**	6.31%	0.03%	0.02%
Single Family	NA43	CBRR	2		**2**	4.00%	$ 516,000		**$ 516,000**	2.80%	0.01%	0.01%
Single Family	NA43	DNFR	3	2	**5**	10.00%	$ 942,500	$ 667,500	**$ 1,610,000**	8.73%	0.04%	0.02%
Single Family	NA43	KW_ELITE		1	**1**	2.00%		$ 553,000	**$ 553,000**	3.00%	0.01%	0.01%
Single Family	NA43	PREM_PLUS	4	3	**7**	14.00%	$ 1,419,500	$ 1,103,500	**$ 2,523,000**	13.68%	0.06%	0.04%
Single Family	NA43	PREM_SOTH		1	**1**	2.00%		$ 425,000	**$ 425,000**	2.31%	0.01%	0.01%
Single Family	NA43	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA43	WOOD	1	3	**4**	8.00%	$ 487,500	$ 884,500	**$ 1,372,000**	7.44%	0.03%	0.02%
Single Family	NA43	X-OTHER	14	13	**27**	54.00%	$ 5,479,042	$ 4,796,042	**$ 10,275,084**	55.73%	0.25%	0.15%
Single Family	**NA43**		25	25	**50**	**100.00%**	$ 9,218,542	$ 9,218,542	**$ 18,437,084**	**100.00%**	**0.44%**	**0.27%**
Single Family	NA44	BHHS	4	1	**5**	7.14%	$ 1,232,350	$ 205,000	**$ 1,437,350**	7.03%	0.03%	0.02%
Single Family	NA44	CBRR	2	1	**3**	4.29%	$ 595,000	$ 302,000	**$ 897,000**	4.39%	0.02%	0.01%
Single Family	NA44	DNFR	3	4	**7**	10.00%	$ 971,000	$ 1,668,900	**$ 2,639,900**	12.91%	0.06%	0.04%
Single Family	NA44	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA44	PREM_PLUS	5	6	**11**	15.71%	$ 1,597,000	$ 1,887,500	**$ 3,484,500**	17.05%	0.08%	0.05%
Single Family	NA44	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA44	ROYAL_SH		1	**1**	1.43%		$ 224,700	**$ 224,700**	1.10%	0.01%	0.00%
Single Family	NA44	WOOD	1	2	**3**	4.29%	$ 267,000	$ 667,000	**$ 934,000**	4.57%	0.02%	0.01%
Single Family	NA44	X-OTHER	20	20	**40**	57.14%	$ 5,558,500	$ 5,265,750	**$ 10,824,250**	52.95%	0.26%	0.16%
Single Family	**NA44**		35	35	**70**	**100.00%**	$ 10,220,850	$ 10,220,850	**$ 20,441,700**	**100.00%**	**0.49%**	**0.30%**
Single Family	NA45	BHHS	1		**1**	2.17%	$ 299,000		**$ 299,000**	2.22%	0.01%	0.00%
Single Family	NA45	CBRR	1	3	**4**	8.70%	$ 310,500	$ 693,000	**$ 1,003,500**	7.45%	0.02%	0.01%
Single Family	NA45	DNFR	1	1	**2**	4.35%	$ 225,000	$ 370,000	**$ 595,000**	4.42%	0.01%	0.01%
Single Family	NA45	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA45	PREM_PLUS	3	4	**7**	15.22%	$ 720,000	$ 949,000	**$ 1,669,000**	12.39%	0.04%	0.02%
Single Family	NA45	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA45	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA45	WOOD	2	3	**5**	10.87%	$ 645,000	$ 859,500	**$ 1,504,500**	11.17%	0.04%	0.02%
Single Family	NA45	X-OTHER	15	12	**27**	58.70%	$ 4,537,900	$ 3,865,900	**$ 8,403,800**	62.37%	0.20%	0.12%
Single Family	**NA45**		23	23	**46**	**100.00%**	$ 6,737,400	$ 6,737,400	**$ 13,474,800**	**100.00%**	**0.32%**	**0.20%**
Single Family	NA46	BHHS			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA46	CBRR	3	7	**10**	9.80%	$ 662,400	$ 1,712,500	**$ 2,374,900**	9.61%	0.06%	0.04%
Single Family	NA46	DNFR	2	1	**3**	2.94%	$ 446,900	$ 210,000	**$ 656,900**	2.66%	0.02%	0.01%
Single Family	NA46	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA46	PREM_PLUS	3	6	**9**	8.82%	$ 774,797	$ 1,530,097	**$ 2,304,894**	9.33%	0.06%	0.03%
Single Family	NA46	PREM_SOTH	1	1	**2**	1.96%	$ 324,500	$ 205,000	**$ 529,500**	2.14%	0.01%	0.01%
Single Family	NA46	ROYAL_SH		2	**2**	1.96%		$ 580,250	**$ 580,250**	2.35%	0.01%	0.01%
Single Family	NA46	WOOD	5	2	**7**	6.86%	$ 1,224,250	$ 515,000	**$ 1,739,250**	7.04%	0.04%	0.03%
Single Family	NA46	X-OTHER	37	32	**69**	67.65%	$ 8,923,139	$ 7,603,139	**$ 16,526,278**	66.88%	0.40%	0.24%
Single Family	**NA46**		51	51	**102**	**100.00%**	$ 12,355,986	$ 12,355,986	**$ 24,711,972**	**100.00%**	**0.59%**	**0.37%**
Single Family	NA47	BHHS	1	1	**2**	1.85%	$ 397,000	$ 285,000	**$ 682,000**	2.54%	0.02%	0.01%
Single Family	NA47	CBRR	6	2	**8**	7.41%	$ 1,601,000	$ 553,000	**$ 2,154,000**	8.04%	0.05%	0.03%
Single Family	NA47	DNFR	3	2	**5**	4.63%	$ 745,000	$ 466,000	**$ 1,211,000**	4.52%	0.03%	0.02%
Single Family	NA47	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA47	PREM_PLUS	12	4	**16**	14.81%	$ 3,015,400	$ 1,135,900	**$ 4,151,300**	15.49%	0.10%	0.06%
Single Family	NA47	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA47	ROYAL_SH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA47	WOOD	4	5	**9**	8.33%	$ 879,000	$ 1,344,000	**$ 2,223,000**	8.29%	0.05%	0.03%
Single Family	NA47	X-OTHER	28	40	**68**	62.96%	$ 6,766,000	$ 9,619,500	**$ 16,385,500**	61.12%	0.39%	0.24%
Single Family	**NA47**		54	54	**108**	**100.00%**	$ 13,403,400	$ 13,403,400	**$ 26,806,800**	**100.00%**	**0.64%**	**0.40%**

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2015 Market Share Report

2015 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA48	BHHS	2		**2**	2.22%	$ 510,000		**$ 510,000**	2.58%	0.01%	0.01%
Single Family	NA48	CBRR	2	1	**3**	3.33%	$ 550,000	$ 205,000	**$ 755,000**	3.82%	0.02%	0.02%
Single Family	NA48	DNFR	6	5	**11**	12.22%	$ 1,176,400	$ 1,021,600	**$ 2,198,000**	11.13%	0.05%	0.08%
Single Family	NA48	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA48	PREM_PLUS	3	7	**10**	11.11%	$ 734,900	$ 1,523,900	**$ 2,258,800**	11.44%	0.05%	0.07%
Single Family	NA48	PREM_SOTH		1	**1**	1.11%		$ 225,000	**$ 225,000**	1.14%	0.00%	0.01%
Single Family	NA48	ROYAL_SH	1	1	**2**	2.22%	$ 245,000	$ 226,500	**$ 471,500**	2.39%	0.01%	0.01%
Single Family	NA48	WOOD	2	1	**3**	3.33%	$ 348,500	$ 197,500	**$ 546,000**	2.76%	0.01%	0.02%
Single Family	NA48	X-OTHER	29	29	**58**	64.44%	$ 6,311,600	$ 6,476,900	**$ 12,788,500**	64.74%	0.27%	0.40%
Single Family	**NA48**		45	45	**90**	**100.00%**	$ 9,876,400	$ 9,876,400	**$ 19,752,800**	**100.00%**	**0.42%**	**0.62%**
Single Family	NA50	BHHS				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	CBRR				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	DNFR				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	KW_ELITE				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	PREM_PLUS		1	**1**	4.17%		$ 370,000	**$ 370,000**	5.02%	0.01%	0.01%
Single Family	NA50	PREM_SOTH	2	3	**5**	20.83%	$ 774,000	$ 1,132,120	**$ 1,906,120**	25.88%	0.04%	0.03%
Single Family	NA50	ROYAL_SH				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	WOOD				0.00%				0.00%	0.00%	0.00%
Single Family	NA50	X-OTHER	10	8	**18**	75.00%	$ 2,909,044	$ 2,180,924	**$ 5,089,968**	69.10%	0.11%	0.12%
Single Family	**NA50**		12	12	**24**	**100.00%**	$ 3,683,044	$ 3,683,044	**$ 7,366,088**	**100.00%**	**0.16%**	**0.16%**
Single Family			**3,330**	**3,330**	**6,660**		**$ 2,340,424,500**	**$ 2,340,424,500**	**$ 4,680,848,999**		**100.00%**	**45.54%**
Grand			**7,312**	**7,312**	**14,624**		**$ 3,935,573,779**	**$ 3,935,573,779**	**$ 7,871,147,558**			100.00%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales			List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Percent of Property Type	Pct of Total Volume
Single Family	NA48	BHHS		1	**1**	0.79%		$ 274,750	**$ 274,750**	0.89%	0.01%	0.00%
Single Family	NA48	CBRR	4	2	**6**	4.76%	$ 1,067,000	$ 464,750	**$ 1,531,750**	4.97%	0.04%	0.02%
Single Family	NA48	DNFR	4	6	**10**	7.94%	$ 1,046,900	$ 1,385,900	**$ 2,432,800**	7.90%	0.06%	0.04%
Single Family	NA48	KW_ELITE			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA48	PREM_PLUS	7	8	**15**	11.90%	$ 1,507,000	$ 1,831,900	**$ 3,338,900**	10.84%	0.08%	0.05%
Single Family	NA48	PREM_SOTH			**0**	0.00%			**$ -**	0.00%	0.00%	0.00%
Single Family	NA48	ROYAL_SH		1	**1**	0.79%		$ 279,000	**$ 279,000**	0.91%	0.01%	0.00%
Single Family	NA48	WOOD	3	4	**7**	5.56%	$ 882,250	$ 966,000	**$ 1,848,250**	6.00%	0.04%	0.03%
Single Family	NA48	X-OTHER	45	41	**86**	68.25%	$ 10,899,899	$ 10,200,749	**$ 21,100,648**	68.50%	0.50%	0.31%
Single Family	**NA48**		63	63	**126**	**100.00%**	$ 15,403,049	$ 15,403,049	**$ 30,806,098**	**100.00%**	**0.74%**	**0.46%**
Single Family	NA50	BHHS			**0**				**$ -**		0.00%	0.00%
Single Family	NA50	CBRR			**0**				**$ -**		0.00%	0.00%
Single Family	NA50	DNFR			**0**				**$ -**		0.00%	
Single Family	NA50	KW_ELITE			**0**				**$ -**		0.00%	
Single Family	NA50	PREM_PLUS			**0**				**$ -**		0.00%	
Single Family	NA50	PREM_SOTH			**0**				**$ -**		0.00%	
Single Family	NA50	ROYAL_SH			**0**				**$ -**		0.00%	
Single Family	NA50	WOOD			**0**				**$ -**		0.00%	
Single Family	NA50	X-OTHER	1	1	**2**		$ 260,000	$ 260,000	**$ 520,000**		0.01%	
Single Family	**NA50**		1	1	**2**		$ 260,000	$ 260,000	**$ 520,000**		**0.01%**	
Single Family			**2,958**	**2,958**	**5,916**		**$ 2,089,652,608**	**$ 2,089,652,608**	**$ 4,179,305,216**		**100.00%**	
Grand			**6,178**	**6,178**	**12,356**		**$ 3,379,472,030**	**$ 3,379,472,030**	**$ 6,758,944,060**			